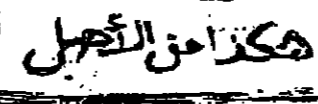


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FINANCIAL TIMES

PUBLISHED IN LONDON AND FRANKFURT

Friday January 5 1979



Subscription rates: GERMANY DM 2.00; ITALY L 5.00; NETHERLANDS F 2.00; NORWAY Kr 3.5; PORTUGAL Esc 25; SPAIN Ps 50; SWEDEN Kr 3.25; SWITZERLAND Fr 2.0; EIRE 15p



NEWS SUMMARY

GENERAL

Storm over leaked report

A major political row has broken out over the leaking of a report on the Birmingham University snailpot outbreak.

BUSINESS

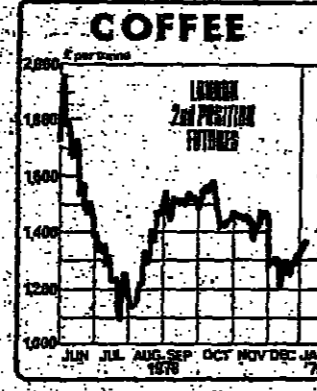
Equities rise 2.0; Gold up \$64

EQUITIES continued the advance they began on Wednesday, despite increasing prospects of lorry-drivers' action and gloomy news generally.

Rodgers attacks inflationary deals

Lorry drivers' strike expected to halt more hauliers

Pressure on supplies to and from manufacturing and service industries tightened yesterday as the effects of the lorry drivers' strike deepened and picketing became more widespread.



COFFEE prices in London reached £1,388.3 a tonne, highest level since November.

At the same time, Mr. William Rodgers, Transport Secretary, who is responsible for the haulage industry, last night delivered a strong attack on trade union leaders and employers who supported inflationary wage settlements.

Shop stewards representing private haulage drivers in London, where the strike by employees of member-companies of the Road Haulage Association has so far been poorly supported, rejected an employers' pay offer of 15 per cent.

As a result, further large haulage firms in the capital are likely to be brought to a halt, and picketing of manufacturing companies in the metropolitan area has already increased.

Pressures on food supplies increase

THE SPREADING disruption of the lorry drivers' strike has added to the pressures on food supplies which have already pushed fresh fruit and vegetable prices up to two or three times last week's levels.

Iran hard-line generals resign

THREE HARDLINE generals opposing concessions to the opposition in Iran have resigned and the chief of staff of the armed forces, Prime Minister until last week, has been replaced for medical reasons.

Guadeloupe talks

President Carter and the leaders of British, French and West Germany start talks in Guadeloupe at noon.

Funeral protest

Protesters in Bristol called for a strike against the funeral of a soldier who died in the Falkland Islands.

Begin pledge

Israeli Premier Menachem Begin said that Israel would continue its policy of building Jewish settlements on the West Bank.

Guerrilla victim

Black nationalist guerrillas have killed a white district commissioner in Rhodesia.

Hilton dies

Conrad Hilton, the 91-year-old founder of the Hilton Hotel chain, died of pneumonia in a Los Angeles hospital.

Cambodia threat

In spite of claims by Cambodia that it has slowed a major Vietnamese offensive, it is thought that Vietnamese forces are close to taking Phnom Penh.

Tanker barred

The crippled Greek supertanker Andrea Patrja was towed out of Port of Spain after the Lisbon Government, fearing possible pollution, barred it from the country's ports.

Briefly

Cypriot cargo vessel sank in a storm off western France. Rescue aircraft spotted one survivor in a dingy but there was no sign of others.

GOLD rose \$64 to \$2251

The gold price rose to \$2251 per ounce after a favourable reaction to the latest IMF report.

THE £ closed at \$2,016.5

The pound closed at \$2,016.5, a fall from \$2,024.5. Its trade-weighted index was unchanged at 63.7.

THE DOLLAR closed at DM 1.8497

The dollar closed at DM 1.8497, a rise from DM 1.8490. Its trade-weighted index widened to 9.1 per cent (9.0 per cent).

WALL STREET shortly before the close

WALL STREET shortly before the close was 326.66, up 8.27.

COFFEE prices in London

COFFEE prices in London reached £1,388.3 a tonne, highest level since November.

LEOYD'S self regulation

LEOYD'S self regulation mechanism will be blocked by working party headed by Sir Harold Fisher, former judge and president of Wolfson College, Oxford.

JAPAN will send an import

JAPAN will send an import promotion mission to the UK in February. It will place orders for British goods.

EXTERNAL reserves of Japan

EXTERNAL reserves of Japan rose to \$33,028bn in December, a record, against \$22,850bn a year previously.

BANK OF CANADA increased

BANK OF CANADA increased the Federal bank rate from 10.75 per cent to a record 11.25 per cent.

MR. ARTHUR SCARGILL

MR. ARTHUR SCARGILL, the Yorkshire miners' leader, urged a militant call on members to prepare to fight hard for the union's pending pay claim of up to 40 per cent.

GOVERNMENT

GOVERNMENT intervention in pension fund investment would be "a further move along the road totalitarian socialism", said Mr. Nicholas Goddison, chairman of the Stock Exchange.

BUILDING workers will seek

BUILDING workers will seek compulsory registration of companies and workers in the industry if employers further delay introduction of a voluntary scheme, said UCATT, the building trades union.

CPSA, the largest

CPSA, the largest Civil Service union, told the Government that it would be "prevented from governing" if it refused to implement recommendations of an independent unit's report on pay for 600,000 civil servants.

PLANS for a nuclear

PLANS for a nuclear power station at Druridge Bay, near Blyth, Tyne and Wear, are being considered by the Central Electricity Generating Board.

British Airways flights hit by airport snow

BRITISH AIRWAYS may have to cancel up to 70 per cent of its services out of Heathrow Airport, London, today because of delays by the airports authority in bringing in adequate snow-clearing personnel.

At one stage yesterday, the Airline Operators' Committee, representing all the airlines using the airport, had become so concerned about conditions that it wanted the Army brought in to clear the snow.

The airports authority also brought in outside contractors. Both teams were working through the night in a bid to get the airport fully operational by today.

At one stage yesterday, the Airline Operators' Committee, representing all the airlines using the airport, had become so concerned about conditions that it wanted the Army brought in to clear the snow.

The airline said that because of delays by the airports authority in bringing in adequate snow-clearing personnel, it had brought over 200 personnel and machines from private organisations outside the airport to clear the compacted snow and ice from aprons and taxiways used by its aircraft and dump it on the edge of the airport.

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W. H. Smith in £12m stores deal

NEWSAGENT and bookseller W. H. Smith is making its first entry into the do-it-yourself home improvement market through the £12m purchase of a chain of stores from LCP Holdings, the construction to motor distribution group.

The net assets of Homecentres on December 31 were estimated at £1.5m, and nine of the properties to be acquired by Smith are valued by LCP directors at £3.5m.

W. H. Smith said yesterday that it had been carrying out research into the do-it-yourself market for more than three years. The move would offset the effects of the slowdown on growth in the group's traditional activities.

"We have a dominant position in the wholesale supply of newspapers, and on the retail side we are likely to reach maturity in eight to 10 years," the group added.

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Unilever halted

On Merseyside, supplies of sugar from Tate and Lyle and output from Bibby's edible oils plant and Princess Foods were halted by pickets.

Food retailers have yet to feel the pinch since many supermarket chains carry goods in their own lorry fleets.

Barre presses Germany for farm policy change

FRANCE WILL not lift its veto on the European Monetary System until West Germany makes concessions on the EEC farm price regime.

Amounts created to offset currency movements. France wanted to make sure that these mechanisms were not permanent and would not be further extended under EMS.

£ in New York

Table with 2 columns: Jan 5, Previous. Rows: Spot, 1 month, 3 months, 6 months, 12 months.

It's first major statement on the recent alteration between Paris and Bonn reinforced the French campaign for a more balanced agricultural policy as an integral part of the zone of monetary stability the EEC partners are trying to create.

1979 The Year for Investment? SAVILLS All you need to know about property 01-499 8644 20, Grosvenor Hill, London W1X 0HQ Telex 263796 Offices throughout the United Kingdom & Western Europe

CHIEF PRICE CHANGES YESTERDAY

Table of price changes for various goods like Buses, Food, and Stocks.

CONTENTS OF TODAY'S ISSUE

Table of contents for today's issue including European news, Technical page, and Features.









# UK NEWS

DUBLIN CELEBRATES BUMPER YEAR AS TOURISTS TOP 2M

## Holiday Britons set Irish record

BY STEWART DALSY

IRISH TOURISM, one of the country's important foreign exchange earners, enjoyed a record year in 1978.

The country received more than 2m visitors, surpassing the previous best year of 1969, when just under 2m tourists arrived. Last year the visitors spent £400m, including fares, which about equals 10 per cent of visible and invisible exports.

The Irish Tourist Board estimates that 5,000 jobs were created by tourism last year.

The increase in numbers over 1977 was 12 per cent, and the biggest boost came from visitors from Britain. At 996,000, the figure is 13 per cent higher than in 1977. The increase from Britain came about because of a desire for cheaper holidays nearer to home, but mostly because of the seemingly improved security situation in Ulster.

Although the Republic has never been badly hit by violence—there have been occasional bombings—the bad image created by Ulster violence has affected Irish tourism.

When the "troubles" began to intensify in the early seventies tourism to the Republic dropped off dramatically, with arrivals in one or two years dropping below the 1m mark.

With violence lessening for most of 1978, the Republic capitalised on the considerable tourist service it has built up. There is hardly a town or village without an Irish Tourist Board information centre, even if it is only a tavern.

These centres give details of the local caravan and camping sites, as well as hotels and amenities.

Americans come on their way to somewhere else, or because they are on what has become known as the "Roots Trail". There are more than 3m Americans with Irish ancestry. Last year there were 322,000 tourists from America.

The rapidly-growing European market is partly the result of an intensive advertising campaign to attract those in Germany, Sweden and France interested in camping, fishing, hiking and pony-trekking holidays.

Mr. Joe Malone, the board's chief executive, said the improvement could be sustained this year, but conditions could become tougher. He cited the weakening of the economies in some of the main markets and the impact of increased oil prices and air fares as particular obstacles.

## Keep pay offers at responsible level, urges Methven

BY JOHN ELLIOTT, INDUSTRIAL EDITOR

A PLEA for employers to make "responsible" pay offers and to resist demands for the reopening of deals already struck within the Government 5 per cent pay guidelines is made today by the Confederation of British Industry.

In a letter to member companies written at a time when pay offers of 12 to 15 per cent or more are being made in the road haulage and other industries, Sir John Methven, the confederation's director general says: "Employers must continue to show by their actions that their commitment to bringing down inflation is real."

The alternative was a "pay explosion and with it, not only lower profitability and the loss of international competitiveness, but also the loss of the prospects for the reform of our pay determination system which must be achieved."

The confederation's pay data bank was showing before Christmas that a majority of pay deals were being struck broadly within the Government's guidelines, although several were being topped up with special rises for low-paid workers and with productivity agreements.

Now, with Ford and others offering 15 per cent or more, and with Parliament forcing the Government to abandon its pay sanctions system, some employers fear that they will face strong pressure both for high deals and for existing agreements to be reopened.

"The paramount requirement now is for all in trade and industry to demonstrate that responsible settlements can be achieved without the unfair

system of enforcement which Parliament has rejected," says Sir John.

It was essential for employers to "accept their responsibility" and to ensure that pay deals in the private sector did not provide a pretext for inflationary settlements in the nationalised industries and public services.



SIR JOHN METHVEN: plea to employers

"It will also be vital to resist the pressures which may arise for settlements already concluded under the guidelines to be reopened. The 12-month rule remains not only an integral part of the Government's policy, but also a major factor in maintaining an orderly pay round," says Sir John.

## State 'should foster small businesses'

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

NATIONALISED industries should play a part in helping to set up small businesses in decaying urban areas, suggests Mr. John Biffen, Conservative MP for Oswestry and Shadow Cabinet member with special responsibility for the self-employed.

In an article to be published this month in the journal of the Small Business Bureau, he sets out his thinking on the policy

which the next Conservative administration will adopt on this front.

Its immediate task would be to implement policy changes in several Whitehall departments with the common goal of liberating the small business sector.

He predicts that there will be growing interest in the Shell partnership scheme under which the oil company fosters small businesses in the decaying urban heartlands.

"If Shell can do it, why not other giants and indeed, what role for our national industries?" Mr. Biffen asks.

Mr. Biffen, who is a leading Conservative advocate of the free market economy, makes it clear that he does not want to see any extension of consumer protection which, he believes, bears heavily on the small businessman.

"The time is long overdue

when there was a hearty reaction against much of the consumer legislation," he says.

The Conservatives were determined to win the next general election and use the opportunity to redress the balance so that there was a greater role for free enterprise.

"Prices and profit should be free to fulfil their vital functions in identifying consumer need and allocating resources.

This means the market place and not Whitehall or Brussels is the best place for this nation's industry and commerce to be tested."

The corporatist partnership between politicians, big unions and big business tended to become a cosy cartel and was foredoomed to failure.

"What Britain needs is an economy where the consumer is sovereign," Mr. Biffen adds.

## Accounting link shunned by Fides

By Michael Lafferty

FIDES, the large Swiss accounting firm, said yesterday it would not join a new international accounting group which included Thomson McLintock, one of the largest UK accounting firms, and Main Lafrenz, the U.S. accounting firm with which McLintock is connected.

However, Fides confirmed that it has been a party to some recent discussions with other major European accounting firms. These include Klynveld Kraayenhof of Holland and Deutsche Treuhand of Germany. Both firms are currently engaged in transatlantic discussions aimed at forming a giant new international accounting group which could be bigger than some of the present "Big Eight" international firms.

Another firm which has been considered for inclusion is Revisionsfirmaet C. Jespersen of Denmark. Jespersen is linked in another international grouping, Fox Josolyne Fides, which includes Fides of Switzerland. Fides now says that it intends to develop this group as an alternative to linking in something new.

Meanwhile, discussions between some of the other main firms concerned continued yesterday in North America.

# At this end we're British.



## Concorde to Dallas/Fort Worth direct.

Starting Friday, January 12th, the Big Country will be nearer than ever before. Because you'll be able to fly Concorde direct from Heathrow to Dallas-Fort Worth.

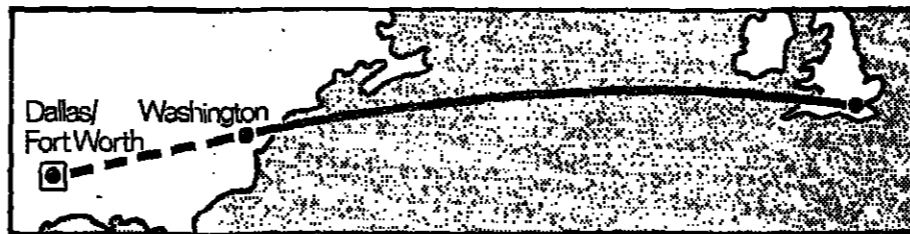
You'll arrive fresher, more relaxed, more ready and able to get down to business. And arrive 1½ hours ahead of your normal schedule.

After the special inaugural flight on January 12 you can fly Concorde from Heathrow on Tuesdays, Thursdays and Saturdays. Take off at 18.30 arriving at Dallas at 20.30.

You stop once on the way at Dulles, Washington, where we hand over to a

Braniff International air crew to take you on to Texas.

Ask your British Airways Shop or Travel Agent for details, or telephone 01-370 5411 for reservations. And fly the flag with Concorde.



# British airways Concorde

## Better liaison between housing bodies sought

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

ARRANGEMENTS to improve liaison between housing associations and local authorities are proposed in a report from the Housing Services Advisory Group.

According to the group, some authorities view housing associations with misgivings and make little use of them although, in general, the relationships between them are good.

The group, made up of councillors and others involved in housing, was set up in 1975 to provide guidance on the handling of specific issues.

The report suggests that the Department of the Environment should give earlier approval for housing association schemes and local authorities should give assurances of their support for associations over a period of two or three years. This would enable associations to plan ahead more easily. When assessing their housing

requirements and drawing up strategy, local authorities should consult the associations. They should also invite them to make their own bid for funds when the local housing investment programme is being prepared.

Mr. Reginald Freeson, Minister for Housing and Construction, announced yesterday that the membership of the group is to be widened to include more councillors, an extra housing officer, two tenants, a trade union member and a director of one of the voluntary housing bodies. Its new programme of work will include a study of housing stocks, problems of organising repair services and security on housing estates.

The report, entitled Housing Associations and their part in Current Housing Strategies, is published by the group. Priced 50p.

## Ratepayers 'to foot bill for shoddy housing'

BY MICHAEL CASSELL, BUILDING CORRESPONDENT

THE PUBLIC faces massive bills for repair work on shoddy built post-war housing, according to the latest edition of Building Design, the construction industry newspaper.

It claims that local authorities have inherited houses from new town development corporations since the war, face bills of over £80m for remedial work. Every penny, it says, will have to be borne by ratepayers as the Department of the Environment is unlikely to provide assistance.

Building Design lists blocks of flats throughout the country which have been, or are about to be, demolished and itemises

cases where councils face bills of up to £27m. Most of the problems involve leaks and condensation.

Mr. Michael Latham, MP, says in the magazine that much of the trouble is the result of lack of funds available in the past to government research and testing organisations. He claimed that if they had been operating properly 20 years ago the present problems would have been avoided.

"We have got to work towards preventing disasters rather than rectifying them afterwards at enormous expense," Mr. Latham added.

## Rising demand boosts Chester Barrie revival

BY RHYS DAVID, TEXTILES CORRESPONDENT

STRONG DEMAND for its high quality suits in the UK and American associate, Hickey is reported by Chester Barrie, the menswear group rescued from the receiver by Austin Reed last July.

Since taking over the company Austin Reed has built up production again to about 750 suits a week compared with 1,000 a week before the collapse, and it is hoped output can be increased further. At the same time total employment at the Crewe factory—eight for £750,000 and now being modernised at a cost of £250,000—has been cut from 800 full- and part-time workers to around 390, all full-time.

Mr. Barry Reed, chairman and chief executive of Austin Reed, said they had now passed their first hurdle at Chester Barrie with the successful sale of its spring range, and orders for the autumn season were also good.

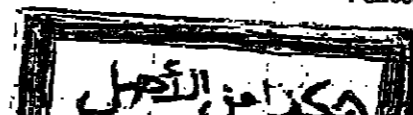
The company's plans for Austin Reed include some £3.52m, bringing the total for further restructuring of the company to make more effective use of space, and there

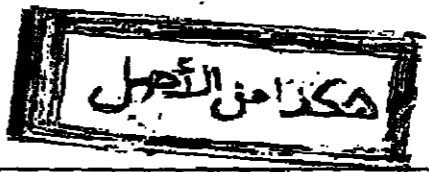
will be further exchange of know-how with Austin Reed's American associate, Hickey Freeman, which has a similar high-quality suit manufacturing operation. Management at Crewe has also been substantially strengthened.

On the continent the company has built up its reputation in Paris in a number of important outlets, and has had some success in France and Belgium in attracting customers local for a British-made if not Saville Row, suit. The Chester Barrie group's other brand name, Simon Ackerman, has been more widely used in the past in France, but it is now planned to give the Chester Barrie name more exposure as well.

## Radio £6m ahead

NOVEMBER revenue to independent Local Radio was £3.52m, bringing the total for the year to date to £38.5m. This compares with £20.8m for the first 11 months of 1977.





Scargill urges miners to prepare for battle

BY ALAN PIKE, LABOUR CORRESPONDENT

A CALL by miners to prepare to fight... Mr. Scargill, writing in the Yorkshire Miner, said that in every pit, pub and club NUM members must make their voices heard.

The National Union of Teachers announced yesterday that it will be unveiling another claim which will challenge the five per cent guidelines early next month.

Construction union issues warning of demand for employee registration

BY OUR LABOUR STAFF

BUILDING WORKERS will press for compulsory registration of employees and companies in the industry if employers persist in delaying the introduction of a voluntary scheme...

Midland Bank opens branch at Ford plant

By Our Labour Staff

MIDLAND BANK said yesterday that it has now opened its "in plant" branch at Ford Motor's Halewood factory.

Civil Service union in pay fight warning

BY PHILIP BASSETT, LABOUR STAFF

THE CIVIL and Public Services Association, yesterday warned the Government that it would be prevented from governing if it refused to implement the results of an independent pay unit study into Civil Service pay.

Times rejects inquiry call

BY PAULINE CLARK, LABOUR STAFF

THE MANAGEMENT of Times newspapers has rejected a call for an inquiry into the present dispute over new technology by rejecting a recent appeal by its journalists for an independent inquiry.

management's proposals rose to 19 yesterday when photographers in the National Society of Operative Printers Graphical and Media Personnel completed negotiations.

Pay incentive for skilled workers

BY OUR LABOUR STAFF

SKILLED WORKERS in some key industries who are unemployed or face redundancy can from this week receive four tax-free payments of £125 in addition to other grants under a trial year-long scheme...

Midland Bank providing further resources

BY OUR LABOUR STAFF

The bank is providing further resources and facilities to the unions, including additional seconded representation for both clerical and technical and services staff.

At the other end we're Braniff

THE HASHEMITE KINGDOM OF JORDAN. JORDAN ELECTRICITY DEVELOPMENT. SOUTH JORDAN TRANSMISSION DEVELOPMENT. STAGE I. Tender No. 26778 (4641102) for design, manufacture, testing, delivery, erection, commissioning and maintenance of overhead lines...

COMPANY NOTICE. ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED. NOTICE TO HOLDERS OF PREFERRED STOCK WARRANTS TO BEARER PAYMENT OF COUPON No. 100. With reference to the notice of declaration of dividend advertised in the Press on 24th November 1978...

Braniff Concorde to Dallas/Fort Worth direct. Beginning Friday, 12th January, Braniff flight crews will fly Concorde on from Washington D.C. to Dallas-Fort Worth, gateway for America's Big Country. In Aberdeen, Birmingham, Glasgow, Liverpool, Manchester and Sheffield areas, dial 100 and ask for Freefone 2276.

Vertical text on the far left edge of the page, including 'January 5 1979', 'Methy', 'of enforcement', 'essential to', 'to ensure the', 'private sector', 'settlements', 'used industries', 'services', 'JOHN METHEW', 'to employers', 'will also be used', 'resources which', 'attorneys about', 'under the', 'pened. The', 'as not only', 'of the Government', 'also a major', 'dining in', 'says Sir', 'between', 'sought', 'CORRESPONDENT', 'remend', 'd en', 'should', 'their', 'APED.', 'ster', 'the', 'de', 'ntary', 'side', 'is', 'the', 'what', 're', 'is', 'foot bill', 'ising', 'CORRESPONDENT', '1 boosts', 'revival', 'SPONDENT', 'Radio 6m', 'ahead'

# THE PROPERTY MARKET BY JOHN BRENNAN

## Rents hold the key

PURCHASING YIELDS for prime commercial property in Britain stayed remarkably stable throughout 1978, despite rising interest rates. Institutional quality properties have been bought to show initial returns as low as 4 per cent in a year when there was a six point rise in the level of Minimum Lending Rate, to 12½ per cent, and an increase in the return on 2½ per cent Consols from 10.67 per cent to 12.63 per cent.

Healey and Baker's first prime property yield chart of the new year published today, shows just how stable the property investment market has been in the year. And the firm argues the simple three-fold explanation of this stability that has now gained general acceptance.

Faced with higher and rising yields on alternative investments, fund managers have been willing to accept low property yields because of high rent growth expectations: the simple weight of institutional funds in search of a home; and the acute shortage of suitable properties.

There is no doubt that in 1978 shop rents powered ahead (by as much as 30 per cent annual compound) in the finest trading positions, according to H and B. At the same time industrial rents and the very best Central London office rents also staged an unquestioned recovery.

There are precious few properties on the market at the moment that rate a second glance from the major financial institutions, although the

continual process of portfolio sifting provides a cascade of big fund rejects for small (or less particular) funds to keep the market ticking over.

This shortage channels the ever rising flood of investable money towards fewer and fewer properties and helps to keep buying yields competitively low.

But as Development Land Tax makes it harder to justify new developments, the present shortage of prime properties is also unlikely to spark the kind of new-building boom that took the steam out of the market in the past. And that longer term scarcity of new buildings helps to justify low buying yields on both the "buy it while you can" argument and on the more rational argument that fewer modern buildings mean higher rents.

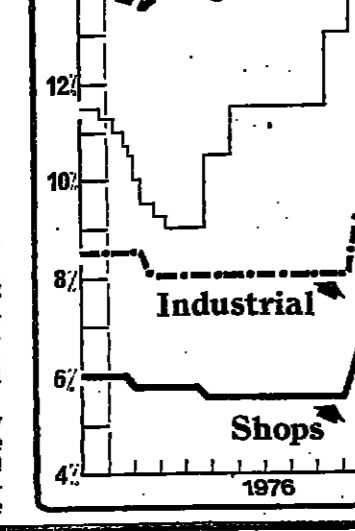
This explanation of the performance of property yields last year is straightforward and plausible. But if any one of the three elements of this argument weakens, then the outlook for 1979 becomes far less clear.

The weight of money flowing into the funds shows no signs of declining, and so that plank of the low yield platform looks

secure. The scarcity of suitable properties also looks a long term problem despite minor forays overseas and development financing.

The one possible weak link in the argument for a glowing and low yielding future for the property investment market is the outlook for rent growth. Buying on initial returns of 4 or 5 per cent imply annual rent growth of 9 to 10 per cent a year. On past performance that is not an impossible growth target. And if the economy survives election year unscathed, such growth rates may look conservative. But if the economy nosedives from its current steady plateau there will be red faces in many investment committees as property managers stammer their excuses.

Mr. Wellings has applied the John Laing "divide and grow" approach to TW's accounts. And although TW has no plans to follow Laing's example, by splitting its property and construction businesses, this approach supports an estimate of 387p a share after the group's five-year revaluation at the end of 1978, and a forward estimate of around 512p a share after completion in 1983-84 of the 280,000 sq ft World Trade Centre at St. Katherine's docks.



### Hay's Wharf-end of a dream

PUBLICATION of The Proprietors of Hay's Wharf's 1978 accounts this week marks the end of a redevelopment dream dating back to the early 1950's. The stockmarket's favourite "hidden asset" stock outlived the last of the development options granted on its site on the South of the Thames (between London Bridge and Tower Bridge) when its agreements with Argyle Securities finally lapsed in September. The group has taken this opportunity to reorganise and revalue its property holdings. Jones Lang Wootton valued the whole of Hay's Wharf's properties on an open market basis at £19.5m, enough to

### Unveiling TW's strength

TAYLOR WOODROW'S next accounts, due in a few weeks' time, are likely to show net property assets alone worth nearly as much as its current share price. And by the early 1980s the property side could be worth comfortably more than £5 a share. This bullish view of TW's asset strength emerges from a detailed analysis of the construction group's property divisions by Fred Wellings, a stockbroker J. and A. Scrimgeour.

Mr. Wellings has applied the John Laing "divide and grow" approach to TW's accounts. And although TW has no plans to follow Laing's example, by splitting its property and construction businesses, this approach supports an estimate of 387p a share after the group's five-year revaluation at the end of 1978, and a forward estimate of around 512p a share after completion in 1983-84 of the 280,000 sq ft World Trade Centre at St. Katherine's docks.

support a £6.8m surplus over the 1977 figures, London Bridge Properties has been formed to hold all the group's investment properties apart from the key Tooley Street and Chambers Wharf sites by the Thames. This site, part freehold, part leasehold from the City Corporation, is now held in a new subsidiary, London Bridge Developments. As far as shareholders are concerned that revaluation is their first-sight of the real value of the group's development land. Development Land Tax and planning delays have killed the hope value that, in October 1971, allowed the group to talk excitedly of a "£300m plus" scheme for the 33½ acre Thames-

Overseas properties, which dipped in 58 per cent of 1977's £5.6m net rents, could show a patchy contribution to the 1978 revaluation. The falling Canadian Dollar will have clipped most of the rise in values from TW's 51 per cent stake in the locally quoted Monarch Investments, the fast growing United States activities are still too new to be fair material for forecasting; the remaining Australian holdings could be worth £7m against a book value of £5.7m; and the 370,000 sq ft Arts-Lol block in Brussels, now earning £1.9m net a year, could justify a book value of £5.5m.

Springer sees the overall effect as a rise in a value of TW's portfolio from a 1973 and at cost) book worth of £88.7m. to £110m gross, £93m net. And that adds up to an 88p leap in net property assets a share. Even discounting an improvement in the rest of TW's business since 1977, such a revaluation would boost group assets per share to 580p, 157p above the share price.

### In Brief . . .

**STANLEY HONEYMAN**, English Property Corporation's chairman and chief executive, compares himself to a hamman, paddled and ready to drive N V Beleggingsmaatschappij Werdhaves' 37p a share bid out of sight. But it will be a week or more before the market gets the chance to see Mr. Honeyman in action. The Dutch bidder and Morgan Grenfell, its adviser, are expected to take that time to render down the mass of information they have accumulated on EPC into an understandable offer document.

Werdhaves' first shot in support of its £40.4m cash bid looks certain to be an analytical attack on EPC's accounts, and an embarrassingly explicit parade of the British group's remaining development commitments. But EPC holds a trump card in this first round with its power to commission a portfolio revaluation, an option it looks certain to exercise.

What then? Well, the stock-market appears to be settling down for a lengthy and heated battle between Morgan Grenfell and EPC's chairman, Samuel Montagu. As long as EPC's shares and the Canadian quoted Trizec Corporation's stock remain out of reach of Werdhaves' offer by just a hairbreadth, shareholders may as well stay for the fight.

Property Deals appears on Page 9

# INDUSTRIAL AND BUSINESS PROPERTY

01-930 9731

### INDUSTRIAL PROPERTY

**To Let**

- Blakelands, Milton Keynes ..... 100,000 sq.ft.
- Tunbridge Wells ..... 30,000 sq.ft.
- Woodford/M11 ..... 7,000-30,000 sq.ft.
- Beccles, Suffolk ..... 5,600 sq.ft.
- Norwich ..... from 3,500 sq.ft.
- Dyce, Aberdeen ..... 19,500-102,000 sq.ft.
- Peterhead, Aberdeenshire ..... 11,300 sq.ft.
- Mastrick, Aberdeen ..... 9,525 sq.ft.

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4,230sq.ft. to 66,500sq.ft.  
Prestige offices

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- Adjacent To M602 Motorway Junction

**Dunlop Heywood & Co.**  
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061-834 8384

**White Druce & Brown**  
CHARTERED SURVEYORS  
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01-638 5181-4

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Marlborough announce the acquisition of an industrial/warehouse complex of approx. 50,000 sq. ft. plus some 12,000 sq. ft. of offices at Walton-on-Thames. Enquiries are invited on this existing space prior to substantial refurbishment.

Apply Sole Agents

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Revell House, High St., KT2, Bookham, Surrey, KT23 4AG. Telephone: Bookham 56648

**INTERNATIONAL ORGANISATION WISHES TO PURCHASE FOR OWN OCCUPATION**

8,000 Sq. Ft.  
**FREEHOLD/LONG LEASEHOLD OFFICE BUILDING IN SOUTH EAST ENGLAND**

Details to be submitted to retained surveyors

**Bernard Thorpe**  
and Partners

1, BUCKINGHAM PALACE ROAD, LONDON SW1. TEL: 01-634 9890  
for the attention of N. B. Whitehead



**27-28 Finsbury Square EC2**

58000 sq.ft approx  
Air-Conditioned Office Building  
Now Available on Lease

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**JONES LANG WOOTTON**  
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Telephone 01-429 4261 01-493 2012  
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**Peterborough Development Corporation**

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**REQUIRED FOR CLIENTS**

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**SUFFOLK COAST THORPENESS**

The freehold of ABOUT 5½ ACRES of land with residential development potential; available in two separate but closely related parcels in the centre of this favoured seaside village. Particulars from the Sole Agents.

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**Residential Building Land for Sale**  
with Outline Planning Permission

Located close to the eastern boundary of the City and extending to 14 acres or thereabouts. Frontage to an Estate Road completed to adoption standard by the Vendor. Foul and surface water facilities and all other public services available up to the site boundary.

The land is to be sold by Tender and offers by way of formal Contracts are to be received by 5 p.m. on Friday, 26th January, 1979.

Tender Documents, Forms of Offer and Particulars of Sale can be obtained from the Agents:—

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Chartered Surveyors, Land and Estate Agents  
107 Northumberland Street, Newcastle upon Tyne.  
(Tel: Newcastle 610081)

**Major Commercial Organisation**

requires for

**IMMEDIATE OCCUPATION**

**35,000-40,000 Sq. Ft.**

of

**GOOD CLASS**

**OFFICE ACCOMMODATION**

within 5 minutes' walking distance of Covent Garden

**FREEHOLD, LEASEHOLD, ASSIGNMENT OR UNDERLETTING CONSIDERED**

**PLEASE RING: 01-428 2388**

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# Offices

Town Centre, 21,000 sq. ft.  
(units from 5,000 sq. ft.) Available Now

# Offices

Town Centre, 55,000 sq. ft.  
Prestige Block, Autumn 1979.

# Office Sites

Town Centre and campus.  
Up to 50 acres. Serviced. Available Now.

# Telford

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Enquiries about industrial and commercial expansion in Clwyd have increased 10 fold over the last two years. Why? Because with its full Development Area status, its large, multi-skilled workforce, proximity to major markets and national/international communications networks, this progressive Welsh county dominates the regional development scene. The news in Clwyd is about sales, not strikes - and it's a great place to live too.

Talk to us about the lowest cost sites, the factories and the extensive financial aid available to incoming industries - we'll make you a deal you can't refuse.

Contact Wayne S. Morgan, County Industrial Officer, Clwyd County Council, Shire Hall, Mold (tel. Mold 2121) for free colour brochure.

## PROPERTY DEALS

### Shrinking space

AVAILABLE office space in the City of London has fallen to its lowest level for 34 years according to Richard Saunders and Partners' latest floorspace review. For the first time since mid-1975 there are less than 4m square feet of offices on the market, with 1.72m square feet in the central area and 2.1m square feet in the City "fringe" areas. Despite a marked slowdown in lettings in December, the take-up rate for City offices remained high in the second half of the year. Between June and December a monthly average of 189,000 square feet of offices were taken off the market in the central area, and 134,000 square feet in the "fringe."

FLUOR, the U.S. engineering group that released 180,000 sq feet of City and West End offices following its \$2m a year letting of British Rail's Euston Centre last year, is now ready to carry out its secondary office reshuffle in Manchester. Fluor, advised by City agents White Druce and Brown, recently completed the purchase of the former Coldstream House block in Trafford and will be moving its staff from a net 59,500 sq feet of Peel House in Eccles. White Druce and Brown and leading Manchester agents Dunlop Heywood are now offering the remaining 15 years of Fluor's lease on the space for £120,000 a year, just under £2 a sq foot.

Peel House, started by Morsyn Development of Norwich in the early 1970s and completed by the developer's

banks, lies at the start of the M602 link road that joins Manchester to the M63 and main M6 motorways.

Back in the City it is believed that Fluor now has a firm offer for the largest of its surplus buildings, the 69,250 sq ft Finwell House at 28 Finsbury Square, EC2.

BRITISH LAND agreed to a rental guarantee on its part-emptied 96,800 square feet "Les Trois Fontaines" office scheme at Cergy Pontoise as part of its FF2 26m (£8m) sale to a consortium of French institutions. The sale, agreed in the summer, gave the four investing funds a return of around 10 per cent on the then 70 per cent let block, which was renting for between FF2 330 and FF2 340 a square metre. Commercial space in Cergy Pontoise, one of the five new towns arranged around Paris, is now being occupied steadily as is the remaining space in British Land's block. Weatherall Green and Smith, and Richard Ellis acted for the group, which sold to a holding company set up by the French funds in a direct co-ownership arrangement where each of the four investors has taken an exact quarter of the block in terms of yield, covenant, and bricks and mortar.

SPILLERS is understood to have sold its former bakery site on the Maidway Road, Cardiff, to the motor components group Beamach (London) Ltd. for £2,750 sq ft of industrial building, marketed by Debenham Tawson and Chinnocks, raised £350,000.

## APPOINTMENTS

# Senior changes at Barclays Bank

Mr. H. U. A. Lambert, who next month succeeds Mr. Anthony Tuke as chairman of Barclays Bank International, will from the same date become also a deputy chairman of BARCLAYS BANK. He has been a vice-chairman since 1973. As already announced, Mr. Tuke will continue as chairman of the Barclays Group and a director of BBL. Mr. Douglas Horner, at present Barclays' senior general manager, becomes a vice-chairman of Barclays Bank UK Management. He remains a director of Barclays Bank and will be succeeded as senior general manager by Mr. Roy Vine. Mr. Vine becomes also a director of Barclays Bank and is succeeded as general manager (staff) by Mr. Robert Sale.

Mr. Frank W. Kaicht has become chairman of CAMPBELL'S



Mr. F. W. Knight

Mr. J. D. Bence, formerly marketing director of Macmillan Bloedel Containers, has been appointed managing director succeeding Mr. Adamson on his retirement. Mr. Denis Johnson becomes director of marketing and Mr. Mike Senter director of personnel and joins the Board. Mr. Adamson will remain on the Board in a non-executive capacity.

Mr. H. N. Sporber has retired from the Board of THORN ELECTRICAL INDUSTRIES.

Miss Tina Leong has been appointed company secretary and financial manager of NIMSO.

Mr. David H. Probert, group finance director of W. Canning, has been appointed chairman of HIRD BROWN.

Mr. J. H. White, staff director of sales and marketing, and Mr. K. J. Bateman, company secretary, have been appointed to the Board of ARMSTRONG EQUIPMENT.

Mr. Jack R. Jessen, vice president, has been made European representative for the UNION COMMERCE BANK in London.

Mr. Colin Hope has been appointed director, DUNLOP UK TYRE GROUP in succession to Mr. Ray Nairn, and will take up his new position based at Fort Dunlop, Birmingham, on February 1.

COUPS in place of Mr. John R. Morris who returns to the U.S. to take up a new position.

Mr. J. P. R. Brown has been appointed finance director of the ANGLo-THAI CORPORATION.

Mr. W. R. Reid, executive director of Tube Heating, Cementation Mining, part of the Trafalgar House Group, has been appointed chairman of the PIPE JACKING ASSOCIATION in succession to Mr. J. M. Cole.

Mr. Ian D. MacLeod has been appointed group company secretary of BARRATT DEVELOPMENTS and Mr. Michael C. Chalmers as deputy group accountant.

Mr. N. E. Watkins has been elected financial director of HARRINGTON AUSTIN, Lloyd's Insurance Brokers. He was previously company secretary and chief accountant.

Mr. A. T. Riddle has been made works director of BRIDGE GRAPHICS, a subsidiary of Watnoughs (Holdings).

Mr. R. E. Heskell has been made a director of ROCHE PRODUCTS with the title of director of pharma production.

Mr. David Harries has been appointed editor of AIRPORT NEWS, the fortnightly newspaper of the British Airports Authority. He succeeds Sir Charles Eldred-Evans, who has become BAA's publications manager.

Mr. Graham Holland has been appointed to the Board of BRYANT HOMES, a part of Bryant Holdings.

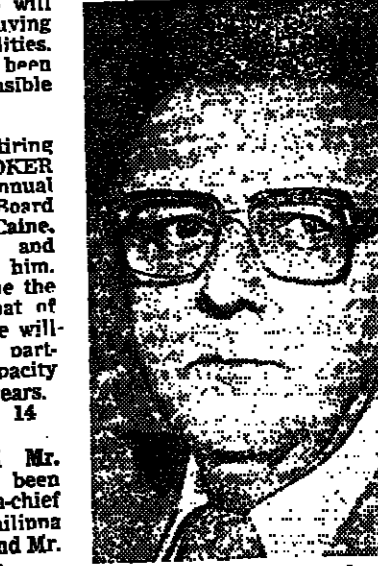
Mr. G. L. Hayward has been appointed managing director of E. G. HUDSON.

Mr. H. M. Priestley has been appointed director of ELECTRIC AND GENERAL INVESTMENT COMPANY. Mr. P. B. Ketter has resigned as a director, but will continue as adviser to the managers, Henderson Administration.

Mr. John Seymour, managing director of MONO CONTAINERS (UK), has been elected chairman and managing director of VERINGMEIER HOLDINGS B.V. APPELDOORN, HOLLAND.

Mr. Thomas S. Donohue has joined DATA GENERAL as controller for the UK and Eire.

Mr. Steve Desmond, has become managing director of CHICOPEE, which was reconstituted to take over the manu-



Mr. Steve Desmond

facturing of non-woven fabric and the responsibilities of Johnson and Johnson's industrial division.

Mr. Robert Ernest Wagland, head of the research and development department, has been appointed to the Board of OZALID (UK).

Mr. P. E. Gough, a director of Muirhead, has been appointed deputy managing director. He will act jointly in that capacity with Mr. E. G. Atkins who has been deputy managing director since January 1976.

Mr. Stephen White becomes publishing director - college division - of HOLT-SAUNDERS on January 15.

Mr. A. E. V. Belcher has been appointed a local director of SINGER AND FRIEDLANDER.

# Chestertons

## Decentralised Offices

9 Wood Street, Cheapside, London, EC2V 7AR  
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To Let: 83,000 Sq. Ft.  
Modern Office Building  
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Impressive Entrance. Lifts. Central Heating; extensive car parking available.

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On instructions from Rushmoor Borough Council

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### FREEHOLD RESIDENTIAL BUILDING LAND

about 3.35 acres  
12 dwellings per acre

FOR SALE BY PUBLIC AUCTION  
20th February, 1979

Full details from: PEARSONS  
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Tel: Farnborough 41122.

Property People since 1899

## OFFICE BUILDING E.G.2.

4,300 sq. ft.  
TO LET

Bainstow Eves  
Telephone 01-623 1331

Corwall Terrace, an 80,000 sq. ft. £3m refurbishment gamble for the Crown Estate Commissioners in conjunction with Haslemere Estates has paid off handsomely. When refurbishment work was completed 18 months ago Edward Erdman's £10 a sq. ft. asking rents were £2 a sq. ft. above the market rate for the Regents Park area. But the market moved into line with the asking price and, after a first letting at just under £10 a sq. ft. in November, 1977, the Crown and Haslemere have now let all but 10,900 sq. ft. of the offices at up to £11 a sq. ft., the new asking rent.

The Crown has been rather fussy about the tenants for its building, which is one of the key parts of the professional route designed by Nash for the Prince Regent at the beginning of the last century which forms the architectural link between the Regent's London home at Carlton House, St. James's and his "new" Regent's Park on Marylebone Fields. Current occupants include British Land, and Unigate.

## Kilburn, N.W.6

### DISTRIBUTION CENTRE AND Workshop, Showroom & Offices

# Freehold for Sale

★ Easy reach M1 & M4 ★ Close to Brondesbury Park Station  
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TOTAL AREA 35,000 sq. ft. approx.

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Estate Agents - Surveyors - Valuers  
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20 minutes from Liverpool Street Station (Central Line)

### 21,000 sq. ft. approx. TO LET

Cuthbert Lake & Clapham Drew Gibbins & Pearce  
9 Stone Buildings Lincoln's Inn London WC2 01-405 1953

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### REQUIRE

### 20,000 + sq. ft. office

Within a few miles of Heathrow

Sites, as well as buildings vacant now, will be considered, to buy or lease.

Our clients are one of the largest multi-national companies, who will occupy the property as their European Division H.Q. (C141)

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01-492 1607

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approx. 8-10,000 sq. ft. warehousing and approx. 1,000 sq. ft. offices

Rent, lease or freehold purchase.

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## INTERNATIONAL PROPERTY

# SINGAPORE

OUR CLIENTS OWN 30 ACRES of prime community land with detailed plans for development of a FIRST CLASS INTERNATIONAL CLUB to cater for 5,000 members

WE ARE INSTRUCTED TO NEGOTIATE AN OUTRIGHT SALE OR A JOINT VENTURE DEVELOPMENT OF AN INITIAL AREA OF EIGHTEEN ACRES

A MEMBERS CLUB, registered under the laws of Singapore, is available for inclusion in the project.

DEVELOPMENT OR PROMOTIONAL ORGANISATIONS are cordially invited to discuss this project in strict confidence with the sole selling agent and development consultant

JOHN M. CARTER  
Chartered Surveyor  
119 Devonshire Road, Singapore 9  
Republic of Singapore  
Tel: 2352082 - Telex: ASTRACO RS 22041

## FINANCIAL TIMES SURVEY: INDUSTRIAL PROPERTY

### MONDAY, 5th FEBRUARY, 1979

The Financial Times is planning to publish a Survey on Industrial Property. The provisional editorial synopsis and date are set out below.

1. INTRODUCTION
2. INVESTMENT
3. DEVELOPMENTS
4. INDUSTRIAL PROPERTY COMPANIES

### DESIGN

5. INSULATION
6. SECURITY
7. THE SHAPE OF INDUSTRIAL BUILDINGS
8. ACCESS AND POLITICS

### REGIONAL MARKETS

9. LONDON
10. THE SOUTH-EAST
11. THE SOUTH-WEST
12. THE WEST MIDLANDS
13. THE EAST MIDLANDS
14. THE NORTH-WEST
15. THE NORTH-EAST
16. SCOTLAND
17. WALES
18. THE NEW TOWNS

For further information and details of advertising rates please contact:  
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Financial Times, Bracklen House, 10, Cannon Street,  
London EC4P 4BY  
Tel: 01-248 8000 Ext. 234

## FINANCIAL TIMES EUROPE'S BUSINESS NEWSPAPER

The content, size and publication dates of Surveys in the Financial Times are subject to change at the discretion of the Editor.

## OWN A HOLLYWOOD MOUNTAIN-TOP

A beautiful, one-of-a-kind mountain, towering high above the famous Sunset Blvd. next to Beverly Hills, Calif. Twenty prime, scenic view acres with plenty of room for a large estate, pools, tennis courts, guest houses and terraced gardens. Or can be sub-divided as investment property for twelve or more discernive private homes.

\$750,000 (US)  
See this property.  
Contact: Mr. Temple  
(213) 651-3174 or (713) 456-8117  
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LOS ANGELES, CALIF. USA 90048

## RESIDENTIAL PROPERTY

### RUTLAND GATE KNIGHTSBRIDGE SW1

Freehold Vacant Possession  
4 Bedrooms, 2 Bathrooms, 2 Reception rooms, including large sun lounge, 2 patios, roof garden, garage.  
Offers invited

WHITMILL PRESCOTT,  
38 Eider St., London E1.  
Tel: 247 7358

## RESIDENTIAL PROPERTY

### RUTLAND GATE KNIGHTSBRIDGE SW1

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8 FLOORS (4 VACANT) WITH THE PROPOSED ADDITION OF A FEW HOUSES. Embassy of residential user. Suitable for conversion into 7 large flats.

WHITMILL PRESCOTT,  
38 Eider St., London E1.  
Tel: 247 7358

## RESIDENTIAL PROPERTY

### PHILBEACH GARDENS SWS

Overlooking Gardens  
Offers invited  
Planning permission has been granted for 8 two-room, K & B; 2 three-room, K & B and 1 bedroom, K & B

WHITMILL PRESCOTT,  
38 Eider St., London E1.  
Tel: 247 7358

## RESIDENTIAL PROPERTY

### 12 LINDFIELD GARDENS HAMPSHIRE NW3

Freehold - 1/3 of an Acre  
At a density of 140 to the acre would allow 49 habitable rooms. There are 8 flats consisting of 20 habitable rooms which have been sold.

WHITMILL PRESCOTT,  
38 Eider St., London E1.  
Tel: 247 7358

## SHIPPING CENTRES IN U.S.

Shopping Centre Owner/Developer has two properties for sale in the U.S. Cash on Cash return at 8%.

Mr. Brian Selbo,  
c/o International Income Properties Corporation,  
Dallas, Texas, U.S.A.  
214/456-7072.

## SOUTH FLORIDA LAND

Three parcels of land 350 to 6,000 acres. ALL CASH.

Contact:  
ROBERT M. COUF, Broker,  
220 S.W. 9th Avenue,  
Hallandale, Florida, U.S.A. 33008.  
(305) 454-2035.

BOND DRAWINGS

Table with columns for bond numbers and amounts, including sub-sections for COURTAULDS INTERNATIONAL FINANCE N.V. and CHEMICAL BANK ON BEHALF OF COURTAULDS INTERNATIONAL FINANCE N.V.

LEGAL NOTICES: THE COMPANIES ACT 1948 TO 1976. NOTICE IS HEREBY GIVEN that the creditors of the above-named company are required to present their claims...

LEGAL NOTICES

LEGAL NOTICES: THE COMPANIES ACT 1948 TO 1976. NOTICE IS HEREBY GIVEN that the creditors of the above-named company are required to present their claims...

PERSONAL

PERSONAL: AISEC Meeting to be held shortly of UK pensioners' association...

Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

SHIPPING Running a ship

DYNAMIC training simulator models communicate with a modern control and automation system installed in an engine control room. The simulator is realistic design and a set of dynamic models representing the various processes in the plant is its 'heart'...

Ballast is cast

READY MIXED cold castable ballast, Ballast Pak, has been developed for internal keels by Barton Abrasives—the UK's major producer of iron abrasives. Approved by Lloyd's Register of Shipping for use in keel weights under its quality approved scheme...

Structural design

DESK-TOP computer programs forming part of Lloyd's Register's Plan Appraisal Systems for Ships (LR PASS) are stated to be now available for processing on the Hewlett Packard No. 9845S computer. Programs have already been leased to five clients in Denmark—Aalborg shipyard, Burmeister and Wain shipyards, Elsinore shipyard, Frederikshavn Vaerft and Knud E. Ransen APS, and one in Finland—Following Oy...

Makes steering safer

PLEASURE CRAFT users are offered a four unit autopilot system, which can be seen now at the Boat Show, by Decca Navigator Company, Decca House, 9 Albert Embankment, London SE1 7SW (01-735 8111). Designed specifically for the boat market, it consists of a lightweight sensing unit (complete with correctors) which can be mounted in any suitable position; autopilot control unit (tested to successfully cope with toughest environments) which is simple to operate and able to be mounted on a console, bulkhead or deckhead, simple electronic/junction box, and a horsepower mechanical drive unit...

Gas turbines at sea

TWO STUDY reports are the result of a research programme to establish the potential development for gas turbines in the merchant marine environment. Some 850 gas turbine powered ships, involving about 2,000 engines—installed or about to be installed—were investigated in order to understand the general trend of the world fleet and evaluate the demand for gas turbine propulsion. The reports cover 500 to 5,000 kW and 5,000 to 30,000 kW and are available from Battelle-Geneva Applied Economics Centre, 7 route de Drize, 1227 Carouge-Geneva, Switzerland.

DATA PROCESSING Designed for industry

STEEL PLANTS, power stations and the oil industry do not provide the most ideal environments for housing computer systems. Temperatures can range from very hot to sub-zero. A microprocessor system that does not need the molycodding or controlled conditions and is specifically designed for industrial situations has been very carefully chosen, says Northern Engineering Industries, NEI House, Regent Centre, Newcastle upon Tyne, NE3 3SE (0832 843191). Based on the Texas TMS 9900 family of integrated circuits, this 16-bit general purpose micro-system is known as Reypak 99 and is available from the company's Gateshead-based unit, RP Automation.

COMPONENTS Controls the air outlets

THE ADVANTAGE of using dry wool felt in a compressor, purpose-designed for the pressure discharge of road tankers, is that it will trap almost all particles above 0.007 mm size, says Aerquip (UK), PO Box 29, Studley Road, Redditch, Worcs. B98 7RQ (Redditch 30292). The compressor incorporates seals manufactured to Hammond Engineering's specification by Aerquip's seals division. This design consists of a steel cage with a felt insert. The seals are fitted on to the shaft fluoro-carbon elastomer which has a wide working temperature range and good chemical resistance.

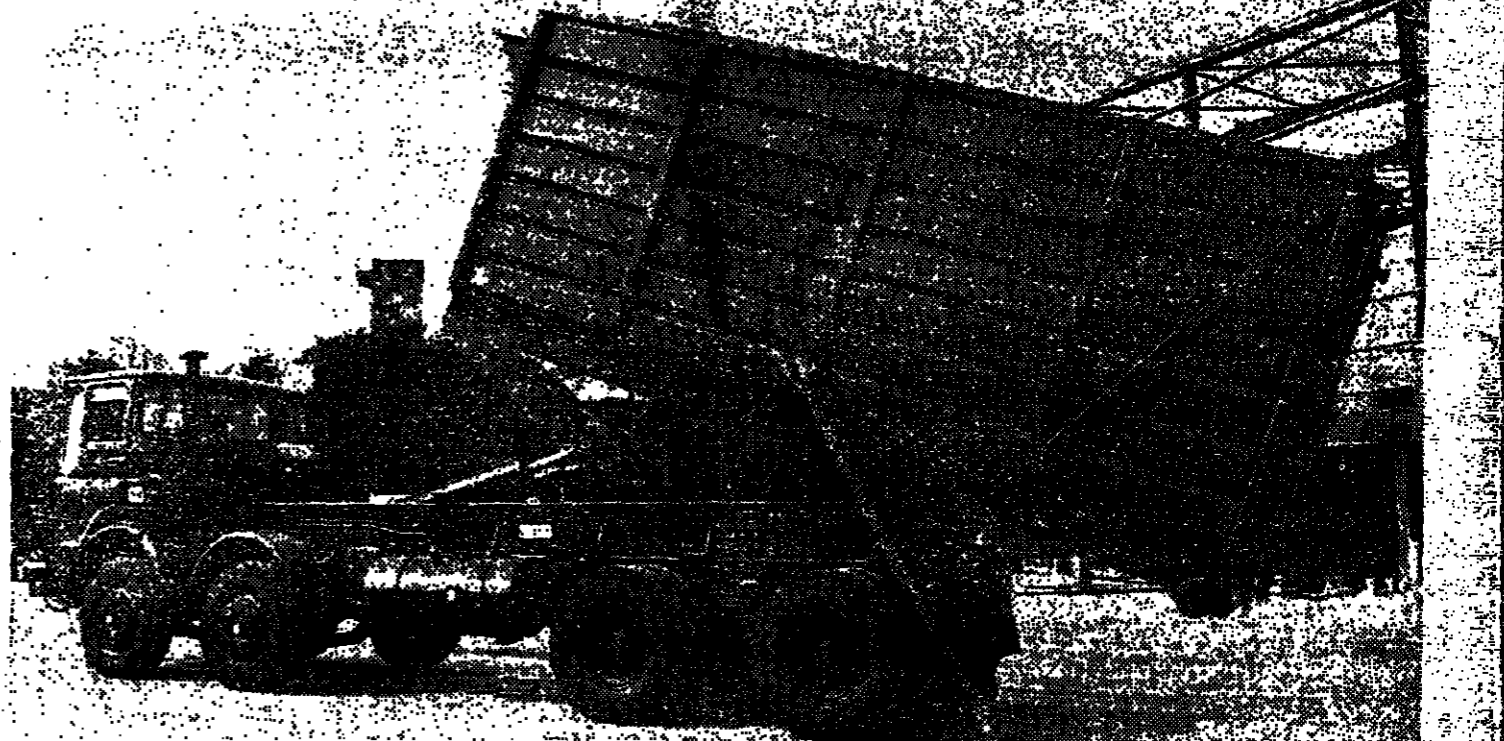
AVIATION A warning to choppers

FOR HELICOPTERS—particularly during night flights—is a warning system which flashes a light and sounds an alarm if another copter or aeroplane should approach too closely. The system is connected to the altimeter of the craft. It also processes the data relating to

KACEL INVERTER FED DISC MACHINES TELEX-KGEL LIMITED CHAM COV/LONDON 8899U

ACCOUNTING Financial operations speeded

TWO computer-based systems for financial transactions are being introduced by Plessey Communications and Data Systems of Poole, Dorset. For banks and other financial institutions there is System 90, and for remote banking services in retail outlets at the point of sale there is the Plessey Financial Transaction Terminal System (FTT). The two systems work together independently. The average operation will be completed in less than one minute, it is claimed. This includes the feeding-in of all the transaction information, the customer personal identification number (PIN), and the actual printout of the transaction in a passbook or on a receipt or other form. Plessey says that what the customer will see with either system, though they need not be used together, will be a small terminal on the teller's side of the clerk's side of the window or desk. On his side the customer may have a small keypad on which he keys in his personal identification number, known only to him. Where this device is used, no transaction can be completed without customer participation. Thus, it is stated, credit cards achieve greater security as no other person will know the PIN.



The Boughton Group has introduced a 30-ton hydraulic handler. The unit can also be used to load and unload its own trailer. Picking up from ground level, tipping, exchanging loads or changing bodies is controlled by the driver from his cab. Boughton has its headquarters at Bell Lane, Amersham, Bucks. (02404 4411).

PROCESSES Pig iron made cheaper

THE DECISION to build an industrial production unit at the production of pig iron by a two stage reduction of concentrates with coal (known as the Elred Process) may be implemented in the near future, says ASEA, Villiers House, 41 Strand, London WC2N 5JX (01-930 5411). Since 1972, the company, in conjunction with Stora Kopparberg, also of Sweden, has been working on a joint development project resulting in this process whose feature is that both the concentrates and the coal can be used directly, without pre-treatment in sintering plants and coking plants. The gas gases generated in the system can be used for power production through the medium of gas or steam turbines. As a result, the process covers its own electricity requirements and can also supply a small surplus to the national grid. In addition, says the company, investment costs for an Elred plant will be lower than the total costs for a coking plant, sintering plant and blast furnace. A technical advantage is that iron ore concentrates with a highly phosphorous content can also be used in the process.

SAFETY Cartridge helps kill fires

FIRE EXTINGUISHERS which incorporate a squeeze grip control so that the operator can regulate the discharge of the extinguishing medium, are marketed in the UK and Europe by L and G Fire Protection. Constructed to the latest British Standard 5423, the range is gas cartridge operated and is available in two forms: Model WAC/9, a 9 litre water extinguisher, and Model LWF/9, which is a 9 litre foam extinguisher, charged with the latest light water aqueous film forming foam (AFFF) ideal for use on Class B fires. Hydrocarbon fires of up to 50 sq ft in area have been extinguished with one 2 gallon foam appliance. In addition, the strong wetting action of the medium makes it an effective control for Class A fires—particularly for baled fires. Discharge regulation is made possible by a control valve incorporated in the head cap assembly, which operates horizontally and incorporates a pressure seat which can be removed without dismantling the head cap, thereby allowing on the job servicing. A tamper proof discharge tell-tale indicates when the extinguisher has been used. This has to be reset on recharging the unit. A pressure-regulating system safeguards over-pressurisation of the extinguisher should it be accidentally over-filled. L and G Fire Protection, 270 Romford Road, Forest Gate, London E7 0L-555 1311.

SECURITY Eye-spy kit easy to use

PHOTON Security Services, Croydon, based surveillance video system specialist, is offering a new method of complex video switching, for multi camera/monitor installations. The system is based on CMOS logic switching, and can handle up to 32 cameras in standard form, via a remote processing unit. Any number of monitor outlets can receive any picture on a desktop monitor/console, with automatic (variable dwell time) sequential or manual selection. Any picture(s) can be temporarily or permanently removed from the sequence by a user operated 'skip switch'. The console is fed by a single coaxial cable and miniature control cable, thereby cutting out the extensive cabling usually required, and reducing the associated labour costs. It is expected that the system will be especially suited to office environments, as the monitor/console unit uses less than 1 sq ft of desk space. First installation of the equipment was recently completed at the head office and warehouse of the Glademore (Peter Brown Menswear) group of companies, using a 18 camera 8 monitor system. Further from Photon Security Services, 160 Selsdon Road, South Croydon, Surrey CR2 6PZ (01-881 0422).

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Post Office Telecommunications - the way ahead? 29-30 January, London. A repeat of last September's highly successful conference which examines the questions you should be asking about the impact of the PO's current and future services on your organisation. Among those providing the answers will be David Butler; Butler Cox; Mark Elwas, Telephone Users' Association; Frank Mingay, Ford; Mike Tyler, Communications Studies & Planning; Ted Webb, Post Office Engineering Union; Sir John Barran, COI; and Geoffrey Dale, Frank Lawson and Bill Moseley of Post Office Telecommunications.

MANAGEMENT

هكذا من الأعمال

EDITED BY CHRISTOPHER LORENZ

Spain's opening shot at a new policy on lame ducks

Robert Graham on the rescue of Babcock and Wilcox Espanola

ONE OF the messages that the Spanish Government has conveyed...

At first everyone took this with a pinch of salt. People argued that the seriousness of the recession would force the government to make exceptions...

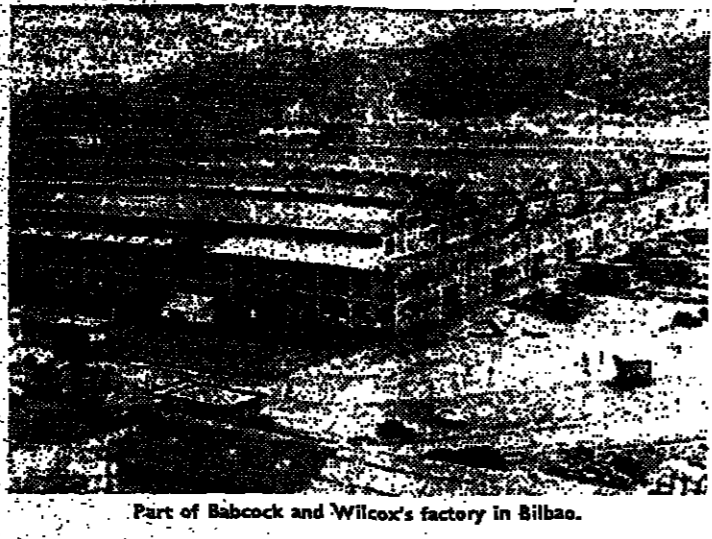
The formula commits the state in an important way. The government's official credit institute (ICO) will provide cheap funds for capital goods and a subsidiary of the state holding company, INI, will take up a large slice of new equity.

Under the old interventionist policy there would have been no such involvement of all the parties concerned; more than likely the solution would have been the state acquiring the steel-making plants of the company...

The Ministry of Industry hopes that the new formula will not prove particularly to Babcock. Indeed, in a modified form it is already being applied to the restructuring of the weakest of the three Spanish integrated steel companies...

The state is buying into AHM, and is eventually to acquire 100 per cent control. By buying phased control it is making the existing shareholders bear part of the responsibility for the losses incurred in 1978.

The 1978 price rises and draw down the appropriate conclusions from the beginning of a domestic recession in 1978. Orders in that year were at an all-time high of Ptas 12bn...



Part of Babcock and Wilcox's factory in Bilbao.

through a process of major re-adjustment just when the situation needed to be stable. Matters were not helped by the company defaulting on wage payments from August 1977...

Both management and unions appealed to the Government to intervene in the Summer of 1977. Subsequently much blame was attached to the Government for its dilatoriness...

This is a peculiarly Spanish device, whereby a company applies to the courts for permission to declare a debt moratorium. If granted, the court then specifies a period of time during which the company must sort out its finances...

By 1976 Babcock had a negative cash flow position, and once the recession began to hit industrial investment it was caught in a vicious circle. Sales declined, production capacity became idle...

Luis Miguel Pariza, one of the main trade union officials involved, maintains that an early resolution of Babcock's problems was hindered by the fact that trades unions were still harnessed organisations when the trouble started...

debts, other than rolling them over. As for the 8,400 existing shareholders, who include savings banks and the Banco de Vizcaya, which has 8 per cent, they have agreed on a capital write-down from Ptas 998m to Ptas 272m...

Most shareholders will waive their options—like British Babcock, whose holding will fall to 1 per cent. New shareholders representing financial institutions, steel companies and capital goods concerns will take the rest, so linking industry as a whole to Babcock's future.

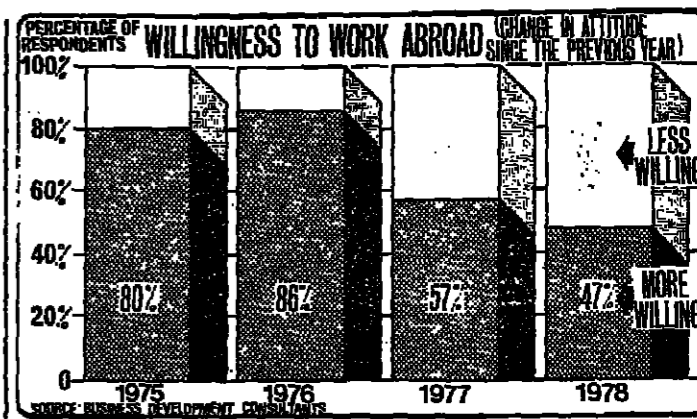
Of the new capital, almost 60 per cent is expected to come from Equipos Nucleares. This is now an INI-controlled company making heavy components for the nuclear steam supply system which Babcock helped to set up and in which it retains a 26 per cent stake.

This will therefore bring representatives on to the new Board from INI, which will have an important future say in Babcock. For its part, the Government will help inject new cash through a Ptas 2bn (£14m) soft credit.

Viability So much energy has been absorbed by this lengthy solution that few people have stopped to consider the company's chances of future viability. Existing debts have been cut by approximately Ptas 2bn, but the high cost of credit and the continued recession could have a serious negative impact on the restructured organisation...

The company also suffers financially from the Spanish practice of capital goods manufacturers having to help find financial guarantees for purchases of their products. Moreover, management cannot operate effectively until a new Board is appointed. The unions claim to be running the show at the moment...

But the main source of strength (and weakness) is the Government, which, by pushing hard for the approval of the strategy plan, can reactivate work on power plant construction. If this is delayed much longer, Babcock risks further financial difficulties and the possibility of being wholly taken over by the Government as a real lame duck.



Working overseas loses some of its glamour

THE SIRENS who seek to lure Britain's senior managers away from these shores were rather muted in 1978. The call of the wild—high pay, low taxes, warm climates and all the other attractions to be found overseas—is no longer so enticing to the top executive according to the latest survey from Business Development Consultants (International).

Each year BDC, part of Minet Holdings, asks senior managers in Britain, earning on average more than £15,000 a year, whether they are more or less keen to work abroad. For the first time in five years more than 50 per cent of the sample have replied that they are less inclined to work overseas.

The glamour of much overseas work has faded, explains Terence Hart Dyke, managing director of BDC. "This is partly due to managers returning prematurely or without having saved the money they had expected, and partly because of a slow down in development in some overseas areas, such as in the Middle East."

Compared with 1978, the year of most apparent dissatisfaction at home, there is a radical difference. Then 86 per cent of the sample was more keen to go overseas compared with 47 per cent in 1978.

Perhaps more significant is the number of managers who have actually looked for work overseas. Only 15 per cent did so last year, compared with 18 per cent in 1977 and 27 per cent the year before that.

Inducements

But sending managers overseas can still provide headaches for companies, according to the survey. It is not that they won't go, 81 per cent of employers reported no difficulty in persuading their managers to work abroad, it is getting them back.

According to BDC 68 per cent of companies have trouble in getting managers back to the UK because of the higher net earnings that they receive abroad.

A number of companies have to resort to special inducements to encourage managers to return. In 57 per cent of the cases reviewed the companies paid above normal UK salary levels, 23 per cent "arrange for some overseas remuneration," 18 per cent of cases continue to pay school fees, and 11 per cent continue overseas benefits.

Jason Crisp

COMPANY NOTICES

RAND WINE LIMITED. Notice of declaration of dividends. The directors have declared dividends in respect of the financial year ended 31st December 1978. The dividends are payable on 15th January 1979.

BLACKWOOD MORTON & SONS (HOLDINGS) LIMITED. NOTICE IS HEREBY GIVEN that the Transfer Book of the Company will be closed from Wednesday, 17th January 1979, to Wednesday, 17th January 1979.

CARLICO ENGINEERING GROUP LIMITED. NOTICE IS HEREBY GIVEN that the Transfer Book of the Company will be closed at 3 p.m. on the 12th January 1979 for the preparation of the accounts.

SOLWAY & CIE S.A. The Directors of the Company have declared a dividend for 1978 of 70 Ptas on A and B shares and 70 Ptas on C shares.

VENTURING is taking salt and butter in your tea. Find out about Venturing in Saturday's Financial Times.

Managing Director for the British subsidiary of a major European industrial group. The company, with the Head Office in Southern England, has a turnover of £10m in timber based products from three plants. RESPONSIBILITY is for the UK operation. The key task is to achieve profit targets by improved productivity and vigorous marketing in a highly competitive market.

Head of Legal Services. For a very well known British group with wide ranging interests at home and overseas in building, civil engineering and construction. THE ROLE is to provide a comprehensive legal service to the entire group. BROAD EXPERIENCE of UK and international law and of managing a large qualified team in a major business corporation is required.

UNIVERSITY OF BRISTOL FINANCE OFFICER. Applications are invited for appointment as Finance Officer of the University, which post will become vacant on 1st July 1979.

INVESTMENT VALUER. We are looking for an ambitious person in mid/late twenties to join our expanding Investment Department. The successful candidate will have a professional qualification and/or a degree and have had experience of Investment or Valuation work.

RUSKIN COLLEGE is proceeding to appoint a Vice-Principal to act as Deputy to Principal and take responsibility for some areas of College work and development, plus teaching in social studies according to syllabus.

ART GALLERIES. MALL GALLERIES, The Mall, S.W.1. Further information, if required, can be obtained from the Art Society, Annual Exhibition, Daily 10-5, until 15 January, Admission free.

Knighr Frank & Rutley. 20 Hanover Square London W1R 0AH. Telephone 01-629 8171 Telex 265384. Applications marked 'Private and confidential' should be sent to the appointments partner.

Managing Director S. England c.£15,000 + car. This advertisement, necessitated by an "in-house" promotion for the existing incumbent, is aimed at established general managers (or senior functional directors wishing to enter general management) probably around 40, preferably engineers but, if not, evidently capable of flourishing in an engineering environment.

LOMBARD

Europe must do better

BY JONATHAN CARR IN BONN

DO THE Western Europeans deserve to be taken seriously? President Jimmy Carter must have been asking himself the question...

No doubt President Carter will be looking for some clarification in Guadeloupe (not of course from Mr. James Callaghan who, by accident or design, has kept himself happily apart from the shambles).

It hardly needs saying that when the date of January 1 for the EMS was decided last July, it was really a most optimistic target which has been only just missed.

Initiative

Nonetheless, the Europeans led by Chancellor Helmut Schmidt and President Valéry Giscard d'Estaing were clearly in earnest.

And what is the result? Mr. Carter must feel he has witnessed a European Community circus in which farming clowns have managed to pull the rug from beneath the troupe of acrobats...

Credibility

The answer is that it matters very much when the heads of state or government of the nine Community countries take a unanimous decision on what they say is of historic importance...



SNOWDON

SNOWDON looks at its most impressive at this time of the year. Clothed in snow and ice under a cold blue sky it looks almost as spectacular as a Himalayan peak nearly ten times its size.

Anyone who has inspected Snowdon (Yr Wyddfa as it is called in Welsh) more closely during the summer months will have seen the tremendous damage being caused to the mountain's fabric by visitors.

The dramatic glaciated landscape is a mecca for geologists, climbers and mountain walkers. The collection of flora and fauna is renowned among naturalists throughout Europe and some 4,000 acres of its slopes, including the summit, are designated

A mountain of neglect

BY ROBIN REEVES

a national nature reserve. Countless thousands have gone to the summit on the unique rack and pinion railway from Llanberis, built at the end of the last century.

But it is only in the last 15 to 20 years that the stream of visitors has built up into a flood. The mobility afforded by the motor car and the popularity of mountain pursuits has turned Snowdon into an irresistible attraction for a very wide public indeed.

Getting on for half a million people now reach the summit each year either on foot or by train, leaving behind them a major problem of serious footpath erosion, litter disposal and damage to fragile habitats and the workaday needs of local sheep farmers.

In a recently published report, the Snowdonia National Park Authority draws a parallel with Hyde Park, pointing out that the park would look appallingly damaged and scruffy after a summer's wear and tear without proper management and a large labour force to look after it.

every sign of long neglect. The report warns that while it is not going to sink under the weight of countless feet there is a danger that much of present value will be lost.

The National Park Authority's solution has been to draw up what it calls the Snowdon Management Scheme to try to reconcile the conflicting demands of conservation, agriculture, recreation and the tourist industry.

New footpaths

The scheme sets out a five year programme starting in the spring this year, which will concentrate on three main areas. On the summit new footpaths will be laid out between the railway terminal building and the summit cairn, and facilities—particularly for water and sewage disposal—will be improved.

Around the base of the mountain the scheme provides for the extension and landscaping of car parking facilities and the provision of a weather-forecasting system at all points where the public set out to climb Snowdon. An experimental bus service—the Snowdon Sherpas—has already been introduced to encourage visitors not to bring their cars into the area and to try to reduce pressure on the vulnerable and overused parts of the mountain.

The overall cost of the scheme is estimated at £800,000 spread over the five years, funded mainly through grants from the Countryside Commission, the Welsh Office and other government agencies. It will provide employment for a workforce of around 40 estate workers.

But once the rehabilitation and restoration of Snowdon are completed, the authority stresses that an adequate workforce will still be needed to ensure deterioration does not set in again.

The Snowdon Management Scheme has not been without its critics. Traditionalists have to be moved safely over difficult terrain and judge the weather for themselves. But most would now accept that in Snowdon's case,



Tracks from the character of mountains. Part of the attraction lies in the element of danger and uncertainty and the ability of the mountain walker to move safely over difficult terrain and judge the weather for himself. But most would now accept that in Snowdon's case,

Scandal hits a racing Prince

AT THE end of Queen Anne's reign it was generally expected that George II would have little love for racing, and this surmise proved correct. His successor, George III, proved to be equally uninterested; but his son, the Duke of Cumberland,

led to the Prince Regent feeling obliged to finish his racing interests at Newmarket. King William IV's knowledge of racing was soon made known, for after his accession the nautical monarch, in answer to his trainer's question as to which horses he would like to run at Ascot, replied: "Why, the whole squad—first-raters and gunboats. Some of them, I suppose, must win."

DOMINIC WIGAN in this fourth article on the history of racing describes the Great Escape Scandal.

was one of the most noted figures in racing of any period. Not only did he breed Eclipse, he was the most influential racing man of his time.

Queen Victoria, though never owning horses, sometimes raced at Ascot, and on one occasion decided to ask a four-stone boy jockey called Bill his weight. "Please, Your Majesty," came the reply, "my master said I was not to tell my weight to anyone."

In contrast to Queen Victoria, Edward VII was as keenly interested in racing as the Prince regent had been and, unlike some previous monarchs, was determined to breed his own runners. From the mare Perdita II he gained Florizel II, Persimmon and Diamond Jubilee.

An uproar was followed by a Jockey Club inquiry, and this

to 1792 he won 185 races worth over £30,000.

Of many controversial situations that the Prince Regent became involved in, none in racing was more so than the great Escape Scandal. In this affair the Prince Regent's horse, Escape, completely reversed form with two rivals against whom he had run on the previous day.

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ENTERTAINMENT GUIDE

OPERA & BALLET COLOSSEUM, CC. 01-240 5258. ENGLISH NATIONAL OPERA. Outstanding Achievement in Opera. Outstanding Achievement in Opera. Outstanding Achievement in Opera.

THEATRES KING'S ROAD THEATRE, 01-552 7488. LYRIC THEATRE, 01-437 3888. FLORENCE THEATRE, 01-437 3888.

THEATRES THEATRE UPSTAIRS, 01-254 2584. VALDEYLL, 01-437 3888. PATRICK, 01-437 3888.

THEATRES ADELPHI THEATRE, 01-435 7611. METRO THEATRE, 01-435 7611. METRO THEATRE, 01-435 7611.

THEATRES PALACE, CC. 01-437 6934. PALACE, CC. 01-437 6934. PALACE, CC. 01-437 6934.

THEATRES WYNDHAM'S, 01-936 1029. WYNDHAM'S, 01-936 1029. WYNDHAM'S, 01-936 1029.

THEATRES APOLLO, CC. 01-437 2663. APOLLO, CC. 01-437 2663. APOLLO, CC. 01-437 2663.

THEATRES PHOENIX THEATRE, CC. 01-838 2234. PHOENIX THEATRE, CC. 01-838 2234. PHOENIX THEATRE, CC. 01-838 2234.

THEATRES ROYAL COURT, 730 1745. ROYAL COURT, 730 1745. ROYAL COURT, 730 1745.

THEATRES GARRICK, CC. 01-838 4607. GARRICK, CC. 01-838 4607. GARRICK, CC. 01-838 4607.

THEATRES GLOUCE THEATRE, CC. 01-437 1992. GLOUCE THEATRE, CC. 01-437 1992. GLOUCE THEATRE, CC. 01-437 1992.

THEATRES HER MAJESTY, CC. 01-930 3600. HER MAJESTY, CC. 01-930 3600. HER MAJESTY, CC. 01-930 3600.

THEATRES FORTUNE, 01-936 2238. FORTUNE, 01-936 2238. FORTUNE, 01-936 2238.

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TV Radio

BBC 1 9.55 am Paddington. 10.00 Jackanory. 10.15 Scooby Doo. 10.35 The Cossack's Horse. 11.20 Buck Rogers. 12.00 Fantastic Journey. 12.45 pm News. 1.00 Pebble Mill. 1.45 Trumpton. 2.00 Tennis: Braniff Airways. World Doubles Championship. 3.20 Glas y Ddolan. 3.53 Regional News for England (except London). 3.55 Play School (as

BBC-2 11.00 am. 4.20 Hong Kong Phoenix. 4.30 Jackanory. 4.45 Horses Galore. 5.10 Grange Hill. 5.35 Ludwig. 5.40 News. 5.55 Nationwide (London and South-East only). 6.20 Nationwide. 6.55 The Rockford Files. 8.30 Citizen Smith. 9.00 News. 9.25 Running Blind. 10.15 Up, Up and Away (London and South-East). 10.45 Regional, National News. 10.50 Tennis. 11.30 The Late Film: "What's New, Pussycat?". All Regions as BBC-1 except at the following times: - Wales-1.45-2.00 pm Stoneyc

Sponcy. 3.55-6.20 Wales Today. 6.55 Heddiw. 7.25 Tom and Jerry. 7.40-8.30 Star Trek. 10.15 Kane on Friday. 10.45-10.50 Regional, National News. 10.55 Scotland. 11.20 Reporting Scotland. 10.15 Spectrum: Poet with a Camera (Margaret Tait). 10.45-10.50 Regional, National News. England-5.55-6.20 pm Look East (Norwich); Look North (Leeds, Manchester, Newcastle); Midlands Today (Birmingham); Points West (Bristol); South Today (Southampton); Spotlight South West (Plymouth). 10.15-10.45 East (Norwich) in The Country; Midlands (Birmingham) Where Is Lucy? North (Leeds) Springtime with Geoff; South (London and South-East); Lincolnshire; North East (Newcastle) Friday North; West (Manchester) Unlucky For Some; South (Southampton) A Year From Now... South West (Plymouth) Peninsula; West (Bristol) XT

11.15 Police 5. 11.25 The London Programme. 12.25 am George Hamilton IV. 12.55 Close: Michael Barrell reads from the diary of G. H. Jenkins. All the programs as London except at the following times: - ANGLIA 9.30 am On the Twelfth Day. 10.00 Willie on Water. 10.25 Take a Bow. 10.50 You Can Make It. 11.10 Where the Hell Are We? 11.40 Oscar. 11.55 The Sweet Sugar Doughnut. 12.30 pm Lifestyle. 11.20 Border News. 2.00 News on Five. 2.25 Southern News. 2.00 Houseparty. 2.25 "New Original" Variety Women. 3.15 Laddo. 3.50 ATV Today. 11.15 The Amazing World of Toys. 11.45 The Mel Brooks Interview.

9.30 am Stationary Art. 10.00 Willie on Water. 10.25 Take a Bow. 10.50 You Can Make It. 11.10 Where the Hell Are We? 11.40 Oscar. 11.55 The Sweet Sugar Doughnut. 12.30 pm Lifestyle. 11.20 Border News. 2.00 News on Five. 2.25 Southern News. 2.00 Houseparty. 2.25 "New Original" Variety Women. 3.15 Laddo. 3.50 ATV Today. 11.15 The Amazing World of Toys. 11.45 The Mel Brooks Interview.

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F.T. CROSSWORD PUZZLE No. 3,863

A crossword puzzle grid with numbers in the starting squares. The grid is 30 squares wide and 20 squares high.

- 1 Doctor leading soldiers to ship in marsh (8)
4 Vic with learner inside and fish (8)
9 Money for special gift (6)
12 Waterfall that could spoil view (8)
15 Canvas cover for wine? (7)
16 Fish with eastern rope (4)
20 Dance as leader of troupe to give stability (7)
21 Variety of horse or other footwear (4)
22 Daily with sweet (6)
25 Inclination to write song (8)
26 Shop in the red made good (8)
27 Writer of plagiarist in the south-east (6)
30 Patrimony and how old she must be to accept it (8)
31 Object to be aimed at for sailor to acquire (6)

BBC 2

11.00 am Play School. 3.20 pm Tennis: Braniff Airways World Doubles Championship. 5.30 News on 2 Headlines. 7.55 Charlie Chaplin in "The Cure". 6.05 Mathematics Into Pictures. 7.05 Mid-evening News. 7.10 Maidens Trip. 8.30 Country Game. 9.00 Pop Blast '79. 9.25 Film International: "Cousin Cousine". 11.00 Jazz from Montreux. 11.30 Late News. 12.05 am Close-down. (Reading.)

LONDON

9.30 am "Tarzan and the Jungle Boy". 11.50 Nobody's House. 12.30 Westway. 12.00 A Handful of Songs. 12.10 pm Stepping Stones. 12.50 Dymott. 1.06 News plus 1.20 Granada. 1.30 Thames News. 1.30 South of Britain. 2.00 Friday Matinee: "Roll Freddy Roll" starring Tim Conway. 3.20 Hearst. 3.50 The Sullivans. 4.15 The Doo-Wop Chase. 4.45 Maggie's 15 Thames Sport. 5.35 News. 6.00 Thames at 6. 6.30 Father Dear Father. 7.00 The Muppet Show. 7.30 Sale of the Century. 8.00 General Hospital. 8.00 Best Sellers. 10.00 News. 10.30 Best Sellers (continued).

RADIO 1

(S) Stereophonic broadcast. Medium Waves only. 5.00 am Am Radio 2. 7.02 Dave Lee Travis. 9.00 Peter Powell. 9.15 Paul Junjutt. 2.00 pm Tony Blackburn. 4.00 Andy Deane. 5.30 Newsbeat. 5.45 Dick Jensen. 7.30 Am Radio 2. 12.00-2.04 am As Radio 2.

RADIO 2

5.00 am News Summary. 5.02 David Allan (S) including 6.15 Pause for Thought. 7.22 Terry Wogan (S) including 8.27 Racing Bulletin and 8.45 Pause for Thought. 10.02 Jimmy Young (S). 12.15 pm Waggoners' Walk. 12.30 Pete Murray's Open House (S) including 1.45 Sports Desk. 2.30 David Hamilton (S) including 2.45 and 3.45 Sports Desk. 4.30 Waggoners' Walk. 4.45 Sports Desk. 5.00 News. (S) including 5.45 Sports Desk. 6.46 Sports Desk. 7.02 Take Your Partners at the Radio 2 Ballroom (S). 8.00 Ronnie Archer conducts the BBC Radio Orchestra (S). 8.45 Friday Night is Music Night (S). 9.55 Sports Desk. 10.30 Best Sellers. 10.30 Fiesta de Doris with Los Perseguyos.

BBC 2

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LONDON

9.30 am "Tarzan and the Jungle Boy". 11.50 Nobody's House. 12.30 Westway. 12.00 A Handful of Songs. 12.10 pm Stepping Stones. 12.50 Dymott. 1.06 News plus 1.20 Granada. 1.30 Thames News. 1.30 South of Britain. 2.00 Friday Matinee: "Roll Freddy Roll" starring Tim Conway. 3.20 Hearst. 3.50 The Sullivans. 4.15 The Doo-Wop Chase. 4.45 Maggie's 15 Thames Sport. 5.35 News. 6.00 Thames at 6. 6.30 Father Dear Father. 7.00 The Muppet Show. 7.30 Sale of the Century. 8.00 General Hospital. 8.00 Best Sellers. 10.00 News. 10.30 Best Sellers (continued).

RADIO 1

(S) Stereophonic broadcast. Medium Waves only. 5.00 am Am Radio 2. 7.02 Dave Lee Travis. 9.00 Peter Powell. 9.15 Paul Junjutt. 2.00 pm Tony Blackburn. 4.00 Andy Deane. 5.30 Newsbeat. 5.45 Dick Jensen. 7.30 Am Radio 2. 12.00-2.04 am As Radio 2.

RADIO 2

5.00 am News Summary. 5.02 David Allan (S) including 6.15 Pause for Thought. 7.22 Terry Wogan (S) including 8.27 Racing Bulletin and 8.45 Pause for Thought. 10.02 Jimmy Young (S). 12.15 pm Waggoners' Walk. 12.30 Pete Murray's Open House (S) including 1.45 Sports Desk. 2.30 David Hamilton (S) including 2.45 and 3.45 Sports Desk. 4.30 Waggoners' Walk. 4.45 Sports Desk. 5.00 News. (S) including 5.45 Sports Desk. 6.46 Sports Desk. 7.02 Take Your Partners at the Radio 2 Ballroom (S). 8.00 Ronnie Archer conducts the BBC Radio Orchestra (S). 8.45 Friday Night is Music Night (S). 9.55 Sports Desk. 10.30 Best Sellers. 10.30 Fiesta de Doris with Los Perseguyos.

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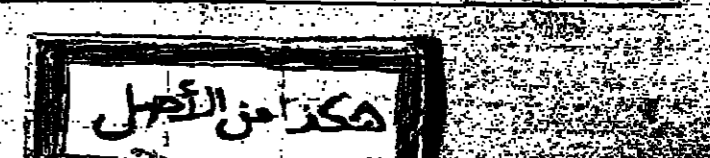
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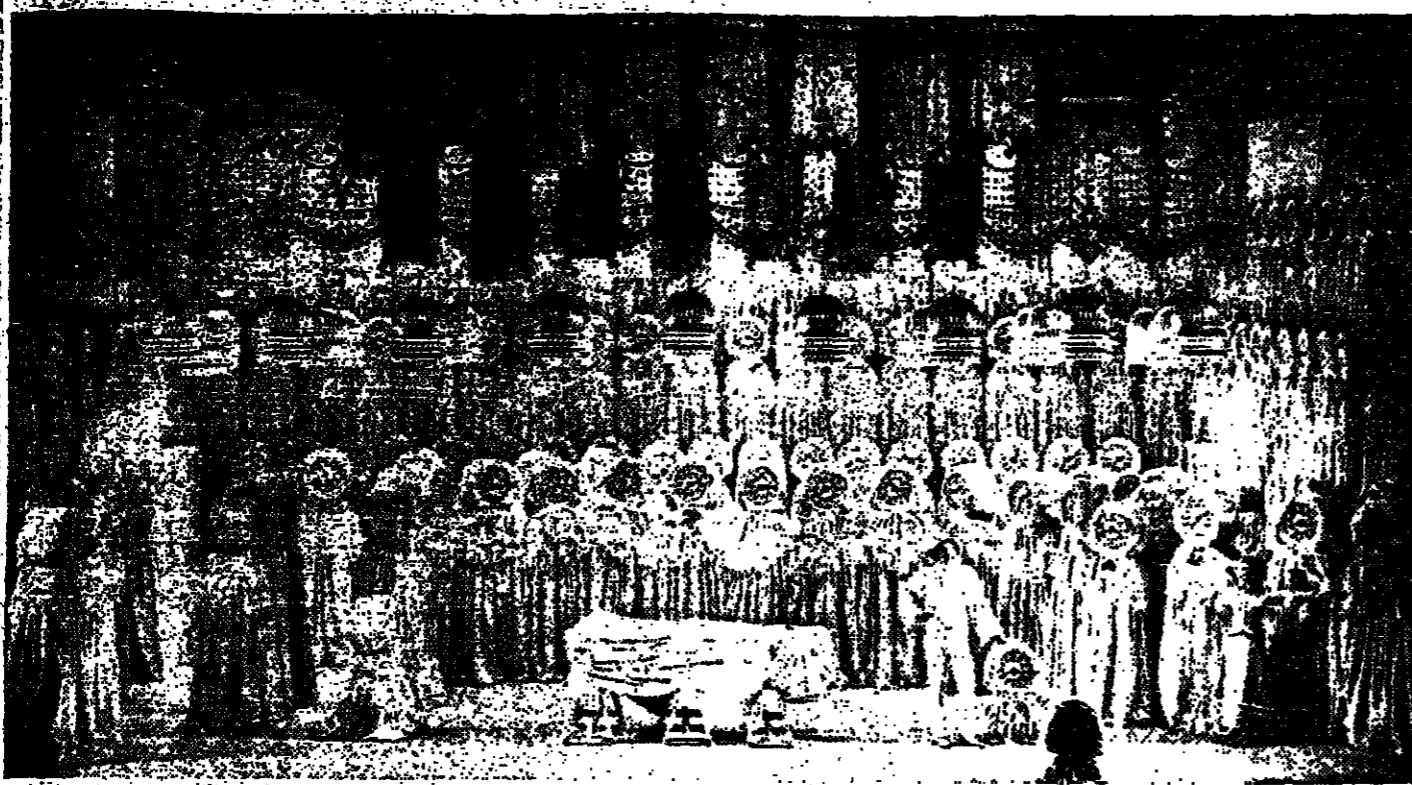
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Cinema

# On with the flicks

by NIGEL ANDREWS



Scene from 'L'Heure espagnole'

## A visit to La Scala

by MAX LOPPERT

Returning to La Scala after a long absence is an extraordinary and in some ways a curiously paradoxical experience. Outside, a wintry Milan, dressed in mud-stained snow, may present a grey, tense face, depressed and depressing, suitable backdrop for some of the more easily visible urban dramas of economic and political uncertainty in crisis-ridden Italy. Inside, and until the glittering impression of the first half-hour or so has been somewhat toned down, this seems to be still the most self-assuredly luxurious opera house of all. It is in all those extras that the roving eye adduces the regal self-assurance: all those white-gloved attendants, massed in the foyer and then in the stalls in surely greater quantity than in any other theatre, showing the forefinger to his seat with that well-studied and invariably effective Italian combination of faintly abstracted courtesy and ever so slightly intimidated disdain. Or, once within that vast auditorium, severely magnificent in the Milanese manner with the detail of its decoration beautifully renewed for the theatre's bicentenary year, the way in which each stage in the ritual of dimming the house lights has been carefully considered.

The audience itself continues both to reflect and to inspire the style of the theatre—perhaps, now, less ostentatiously opulent in dress than in previous decades—(the egg-and-fruit-throwing students of the late '60s and early '70s have left a permanent mark on the moeurs and modes of Scala first nights); but still slow to settle down, quick to display impatience and quicker to rush for the exits at the first fall of the final curtain; still in need of the encouragingment of that hard-working claque placed strategically in some high-tier; and still prey to sudden bursts of exuberant and gladdening enthusiasm. In all this show—a thing as it were apart from the quality of the actual performances—there is vividly apparent the sense of a house that has long believed itself first in the operatic world and continues to do so.

When I was a regular Scala-goer, during 1971-72, the clash between the style of the place and the content of its artistic achievements often seemed great. From a roll-call of operas seen that season, by Shostakovich, Gluck, Verdi, Puccini, Glinka, Mozart, Strauss, and Saint-Saëns, few happy memories

with the producer: Boccacaglia's discovery of the dead Maria, an offstage event brought with ingenious pointlessness onstage, or the conception of the villainous Paolo (however strongly played and sung by Felice Schiavi) as first cousin to Victor Hugo's hunchback. Set against the magisterial splendour of the musical direction and execution, a quality of sombre velvet richness in the orchestra in an infinite variety of muted hues and subtle shades that is the foundation of its production, these points of nipping count for very little. Abbadò's mastery of the music seemed even more searching, more various, more considered in the scrutiny of every musical marking, than on the DG recording of the Scala Boccacaglia. That recording, the cast of the evening, three vocalists and three singers, the prodigiously long-breathed, even-toned Piero Cappuccilli, a distinguished performer deeply involved in the character of the title part if finally lacking the essential note of greatness of soul; Nicolai Ghiaurov, whose big bass rolled out Piesco's music in a way to fill the house; and the already-mentioned Schiavi. Gabriele Adorno, who was Giorgio Castellani's revival, an Italian tenor with an authentic, Martinelli-like squillo in his tone, but with also the faults of unrelieved loudness, erratic intonation, and passing dramatic inattentiveness that belong to the lesser members of his tribe.

The surprise element was the Maria-Amelia of Kiri te Kanawa, making on this occasion her Scala debut. From the 1973 Covent Garden Boccacaglia revival she was already prepared for the finesse and beauty of her performance, the complete way in which her full, serenely shining lyric soprano shaded in a role often left shadowy and even marginal by less prodigally gifted singers. What could not be predicted was the full-throated ease with which the voice accommodated itself to the size of the stage and the theatre, the effect of a presence at the very least as definite as the other, more experienced participants in the production. Only in stray glances directed to the conductor was there an occasional sign that she had not rehearsed for long hours with producer and conductor. The dead Maria took in such small things as the liquid, perfectly executed trill that closed the big F sharp major ensemble could not be ascribed solely to chauvinist pride.

The next night brought the Scala failure referred to earlier, a revival of the Ravel double bill, staged in a spirit of frigid chic, for the composer's centenary by Jorge Lavelli and his regular designer, Max Bignens. The problem began with the theatre itself, almost laughably large for the elaborately mechanised farce of *L'Heure espagnole* (and except for those moments when all the animals

The year was an annus mirabilis for the cinema: the year in which the diving graphline of movie attendances in Britain—and over most of the Western world—suddenly took an upward turn. A casual look at the year's box-office Top 20 in the UK might delude one into thinking that there were two simple reasons for this Renaissance: (i) Outer Space and (ii) John Travolta. Two hugely successful Space movies occupied positions one and three in the charts—*Star Wars* and *Close Encounters of the Third Kind*. And two hugely successful John Travolta vehicles—*Saturday Night Fever* and *Grease*—slipped into places two and four.

Trend-prospector eager to generalise from the particular, however, and to see this as signifying a broader vote of confidence in two modernist genres—Science Fiction and the "Disco" Movie—will be disappointed. Our movie screens, heaven knows, were bombarded with the latter in 1978. *I Wanna Hold Your Hand*, *American Hustle*, *F11*, *Thank God It's Friday* and others too numerous and too to mention. The "live" musical, that near-forgotten institution in which song-and-dance routines were entrusted to the talented and fallible resources of on-the-spot performers, has been elbowed aside by the soulless technological perfectionism of the loudspeaker musical, in which an inchoate and flavourless storyline has poured over it, like sponge pudding with syrup, the all-saturating sweetener of a non-stop off-screen disc soundtrack.

British audiences—three cheers for their taste—didn't take kindly to the genre. None of the disco movies reached the Top Twenty except *Saturday Night Fever*, and it was Travolta's magnetism rather than the film's distinction that pushed it there. Travolta's other film, *Grease*, was partly a disco movie, partly an odd, endearingly over-energetic regression to the all-singing, all-dancing traditions of yesteryear—with a 1950s setting to boot.

To the Outer Space phenomenon the same applies. The only Sci-Fi films to enter the Top Twenty were the above-mentioned *Star Wars* and *Close Encounters*, which, having reach the ceiling of the year's box-office achievements, went through the roof and started establishing all-time records. Follow-ups to both are promised—inevitably, in this sequel-conscious age—and *Star Wars Two* commences shooting at Britain's own Elstree Studios in March.

There is no more ready comfort for those frustrated trend-seekers in a glance at the rest of the year's best-selling titles. What can possibly be the common denominator among the following hit movies? *Revenge of the Pink Panther*, *The Recruiters*, *Abba-The Movie*, *The Gauntlet*, *The Stud*, *The Deep*, *Herbie Goes To Monte Carlo*. A certain far-fetched escapism is the only quality common to most of them—any Geiger counter testing for social realism will pass over them all without a beep or murmur. If television's speciality is a cosy, head-and-shoulders naturalism—the soap opera, the news programme, the chat show—the popular cinema is capitalising more and more these days on its ability to dispense the exact opposite: exotic pot-pourris of fantasy, spectacle and technical bravura.

A trend dimly visible in the films released in 1978 becomes harder and more distinct like a photograph in the developing tray, when one considers the films being made during 1978. It was a busy year for the British studios, chiefly because they were overrun by an invading and benevolent army of American productions. *Superman* was at Pinewood for most of the year. A ten-million-dollar Science Fiction film *Alien*—American-financed but directed by Britain's Ridley Scott (*The Duellists*)—has been occupying Shepperton and Bray Studios. And other movies in production in Britain in 1978, and promising their full share of showmanship and pyrotechnics, included *Arabian Adventure*, EMI's star-studded stab at Scherazade, Peter Hyams's *Hanover Street*, a story of the London Blitz, and Kubrick's *The Shining*, a macabre tale of the occult set in Colorado.

The film-maker's quest for spectacle is invigorating when it succeeds, as it did to everyone's relief in *Superman*: hilarious or depressing when it doesn't, as in Irwin Allen's *The Swarm*. Allen's multi-megaton fiasco promised to be the longest-running joke of the year. Speaking as one who watched it being filmed at Warner Brothers Studios in 1977 when the entire resources of Hollywood, both human and insect, seemed to have been harnessed for its making, I find the result sad as well as funny. The absurd procession of frayed-at-the-edges movie clichés unrolls for two hours without even the saving distinction of good special effects or a serviceable storyline.

But *The Swarm* was the only film that fell flat on its face in a year in which the cinema hurled most of the old technical obstacles with spirit, and raised a few still more challenging ones for the future.

I have called my personal Top Ten from films that combined a novel, adventurous, sometimes even dazzling surface with a thoughtful, intelligent "interior." The most original film of 1978 was Bob Dylan's weird-and-wonderful *Renaldo and*



One to be seen: 'Waterhip Down'

Disney and an exquisite visual hymn to the English countryside. So here, set out uninvitably in alphabetical order, are my Ten Best Films for 1978:

**The American Friend**  
The Beast  
Coma  
Convoy  
The Duellists  
Edi Briski  
Ludwig  
Outrageous  
Renaldo and Clara  
Waterhip Down

Mark Rappaport's *The Scenic Route* slips into London a few days too late to qualify for 1978 Top Ten, but is an early contender for the 1979 awards. After a royal progress through last year's major European festivals—I wrote about it from Cannes—this brilliant set of variations on the American Way of Love comes to the Scala cinema as a New Year present. It should be snapped up by everyone.

Set in New York, the film concerns a three-way love affair involving two girls and a man. It does not so much tell a story as take an archetypal dramatic formula—the Eternal Triangle—and throw it into the deep end of different movie styles. *Cinéma-vérité* realism, 1940s film noir, 1950s women's weepies (school of *Imitation of Life*), even the Hollywood musical jostle in unholy alliance in a wild but never less than mischievously ingenious blend. Rappaport plays beguiling tricks with the eye and the ear—snatches of opera eteige with popular songs, realistic backdrops are revealed as painted backdrops—and his Pirandellian games with reality offer, in generous helpings, both heady entertainment and deep food for thought.

### Complete string quartets of Shostakovich

All 15 of Shostakovich's string quartets are to be performed by the Fitzwilliam String Quartet at the Wigmore Hall during February and March. The series will begin on February 10 with a lecture on the quartet cycle by Mr. Alan George of the Fitzwilliam Quartet. This will be followed by a performance of the quartets No. 1, No.4 and No. 3.

## A FINANCIAL TIMES SURVEY

# COMPUTER INDUSTRY

February 19 1979

The Financial Times proposes to publish a Survey on the Computer Industry. The main headings of the provisional editorial synopsis is set out below.

INTRODUCTION As computer technology becomes more dependant on telecommunications and vice versa companies which served these previously separate markets are coming into closer competition.

The major companies	Memory
New entrants	Peripherals
IBM and the plug compatible manufacturers	Bureaux
	Services
The main computer markets	Security and Privacy
The rise of Japanese computing	Computers for the masses
European National policies	Artificial intelligence
The UK strategy	Robots and industrial automation
Office systems and distributed computing	Computer aided design
Banking	Implications for employment
	Future trends in the technology

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## FINANCIAL TIMES EUROPE'S BUSINESS NEWSPAPER

The content, size and publication date of Surveys in the Financial Times are subject to change at the discretion of the Editor.

### WEATHER FORECAST

SNOW, SLEET, FROST AND FREQUENT DOWNPOURS OF STONE'S GINGER WINE.



For an extra warm front, 50/50 with whisky.

## Head Theatre Club Jeeves takes charge

by B. A. YOUNG

Edward Duke is enough of a Wodehouse expert to have published a play called *What Ho, Wooster*. He is wise enough therefore not to have based his adaptations of Wodehouse stories on the Master's dialogue, for the true heart of Wodehouse lies not there but in the narrative between. There was a silence you could have dug his out of with a spoon is not a conversational phrase, whatever it is. What Mr. Duke offers us at the Head Theatre Club, that comfortable upper floor of the White Hart by Putney Bridge, is scriptless dramatic reading rather than drama.

He does it very takingly, single-handed, adopting the personalities of his characters instantly as they appear in the stories. He does not only encompass Bertie Wooster and Jeeves, but Lady Florence (Bertie's one-time fiancée) Edwin the Boy Scout, Uncle Wilkoughby, Peggy the teenage schoolgirl and Miss Tomlinson her headmistress.

The first of the two stories he gives us is told in the first person by Bertie, and there he is in his rather sprightly young check suit, an eyeglass in his eye, a cocktail-glass in his hand, an Old Etonian he round his neck. In the second, he is Jeeves in proper black, his voice half an octave lower, his speech too correct even for that paragon, who would surely not have made siphon rhyme with siphon, or pronounced the indefinite article as a long vowel.

At the end of the week, Mr. Duke goes to the Young Vic Studio. Afcionados will find him worth pursuing there.

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Friday January 5 1979

# Back to the pig trough

THE UNDIGNIFIED tussle over wages which is now disrupting various sectors of economic life has been sourly described by one trade union leader as "a return to the philosophy of the pig trough." George Orwell put this aspect of socialism in action rather more elegantly: "All animals are equal, but some are more equal than others." Both these observations, discouraging as they may seem, serve to put our present troubles into some sort of perspective. They are not so much an outbreak of anarchy as a return to normality, with all its faults.

## Pious hope

It has always been clear, in fact, that the anomalies caused by three years of roughly egalitarian wages policy would be to some extent disruptive: the pious hope for an "orderly return" to free collective bargaining was never more than a pious hope. The hope that a year of rapid recovery in real incomes would serve to pacify all those who are normally militant proves, with hindsight, to have been just as misguided. Groups who have normally felt able to assert a strong bargaining position did voluntarily restrain themselves for three years of evident national emergency. The decline in inflation and the recovery of real incomes was read, quite naturally, as a sign that the emergency was over, and that they could safely reassert their "rights."

The strikes and excessive settlements which are now in the news raise two issues which are readily confused, but are in fact largely separate. The first is the likely impact on inflation, and thus the damage to future investment and growth, which will result. The second, now being raised by some of the less patient front bench spokesmen of the Conservative party, is whether the powers and immunities of the trade unions are now excessive.

The immediate inflationary implications of the breakdown of restraint are quite impossible to estimate at this stage. A reassertion of differentials and of relative bargaining strength is bound to cause a wider spread of settlements than for some years past. While the

demands of especially militant or aggrieved groups attract much publicity, the admittedly tentative evidence of average settlements provided by official statistics and by the Confederation of British Industry is much less dramatic. There does in fact seem to have been a positive response to the slowing of inflation; the less militant groups, and those most conscious of competitive pressure to settle for a good deal less than militant truck drivers or broadcasting technicians. If their own real incomes seem reasonably secure, they can tolerate others getting more.

If this pattern were to persist, the outlook would not be too discouraging. Once the stresses of the last three years are relieved, the militants might themselves become less assertive, and the Prime Minister's hope of a three-year programme to reduce inflation below 5 per cent would possibly begin to look achievable. However, there are some very awkward corners to be negotiated before this is more than wishful thinking. Above all, it may be necessary to confront some immediate claims in the public sector. The difficulty is not so much of willpower—the Prime Minister no doubt realises as well as Mr. Heseltine that it is popular to stand up to the unions—but of finding a defensible and rational line behind which to entrench now that 5 per cent has been breached.

## Union privileges

For the longer haul, the Government should reassess the sound policies it was propounding recently of monetary control and a relatively strong exchange rate, and educating the public in the consequences: higher settlements mean lower growth and fewer jobs. Public sector pay, related to the actual growth of revenue, should be determined if possible towards the end of the annual wage round. Finally, union privileges, now to be consolidated in yet another Government bill, may have to be reviewed. Here there is no need to rant or to act in haste: it is the unions, when they strike against the sick, or harass the public instead of their employers, who make the case for change.

# Paying for the lorry

THE LICENSING of road haulage vehicles has been in almost continuous development for almost half a century during which both the system and its objectives have changed. Beginning as a device to protect the railways from the consequences of a statutorily-imposed charging policy, with road safety only as a subsidiary objective, it quickly evolved into a system the primary function of which was the protection of the established road haulier. Yet in practice it achieved neither of these objectives effectively, largely because of the virtually unconditional grant of licences to manufacturers and traders carrying their own goods in their own vehicles.

Ten years ago, following the report of the Geddes committee, the basis of the licensing system was fundamentally changed. Quantity controls on the vehicles operated by professional hauliers gave way to a system of quality controls on hauliers and "own-account" operators alike which left them free to compete for the available traffic provided they observed specific standards of safety and efficiency.

## More liberal

This decision, another committee led by Professor Christopher Foster has now—rightly—concluded, was basically sound. The committee rejects arguments in favour of restoring quantity controls to protect the railways, on the lines traditionally used in some West European countries, or to protect the environment from the growth in the numbers of lorries. Since the railways were freed of the old Victorian restrictions on their charging policies some 20 years ago, road and rail operations have tended to become increasingly complementary and rather less directly competitive.

Other countries, notably France and the United States, have been moving towards a more liberal approach to haulage licensing, and the European Commission has adopted a similar policy as its

long-term aim for a common transport policy. Nevertheless, while the basis of the present system is sound, the committee believes there are many ways in which its detailed application could be improved or extended. Probably the most obvious need is to tackle the problem of illegal (or "cowboy") operation. This appears to have increased as the cost of operating legally has risen and, apart from attracting a criminal element, does considerable damage both to the reputation and the profitable operation of the industry. According to the committee, the answer lies partly in tougher enforcement measures, such as imposing illegally operated vehicles and extending roadside checks to weekends, nights, and on to motorways, and partly by requiring all lorries and trailers to carry in a prominent position a special licence plate.

## Social costs

More controversial are the parts of the committee's report which discuss the environmental impact of heavy lorries. It suggests this is a matter which can mainly be tackled by measures outside the licensing system, such as controls on lorry noise and smoke, parking, loading, waiting and access and by improving the road system. But a part of the licensing authorities were required to have regard to the impact upon the local environment of an applicant's operating centre.

These proposals are unlikely to still the argument: in any case many issues—the vexed question of lorry weights, for example—lay outside the committee's terms of reference. It does however suggest that there should be more research into these environmental issues, including the effect of axle loads on road surfaces. This is a sensible idea which could lead to a more rational debate. Not all the "social costs" imposed by lorries—and by other forms of traffic—are readily quantifiable. But at the end of the day the question is how much improvement in amenity we as a society are prepared to pay for.

MESSING about in boats is more likely to require a soldering iron and a voltmeter than tarred hemp or a marlinspike these days.

For the electronic revolution is beginning to have a major effect on the yachting and boating industry, which is worth about \$1bn in Europe and probably more than twice that amount world-wide.

One of the most important effects of electronics has been to help open up the sport to a much wider range of people by improving safety, convenience, and to some extent by reducing the amount of skill required.

The idea that electronics can make yachting more generally popular might seem odd to anyone who flips through the price lists at the Daily Express Boat Show, which opened in Earls Court, London, yesterday. A complete set of instruments, for example, including depth meter, speed and distance indicator, wind speed and radio direction finder can cost from £600 to more than £1,000—hardly small change for Mr. Average.

However, the de luxe sets of instruments for the rich ocean racing skipper or the long distance cruising enthusiast are now being supplemented by considerably cheaper equipment which makes sailing much more practicable for a family or for the inexperienced.

Furthermore the continual development of electronics and the application of techniques from aircraft and military equipment is producing spectacular improvements in performance with steady cost reductions in real terms.

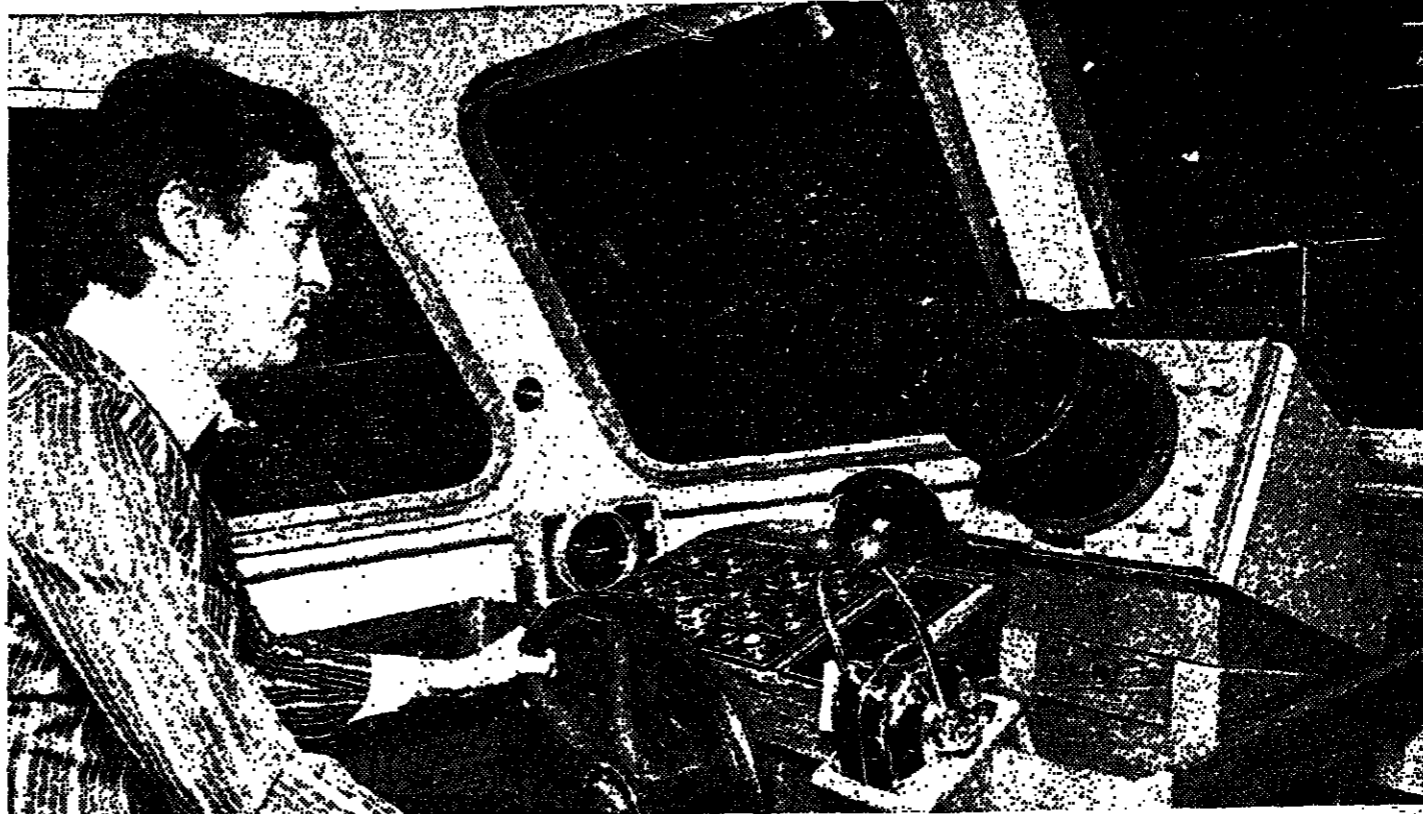
Indeed a yachtsman can now have a range of navigational and communications equipment comparable in performance to that installed in medium sized commercial and fishing vessels at the beginning of the last decade.

For example, two way VHF radio transceivers, already quite common, can now be bought for less than £200 and will become almost standard on seagoing yachts in the next few years. This equipment alone will make yachting seem a much more "civilised" sport to many people who would not otherwise have considered it.

The wide grey sea can appear much less frightening and more matey to someone who is able to chat to other yachts over the horizon. He can also use the equipment to ask his position from a passing steamer, obtain storm warnings and most important, to put out a distress signal. The VHF set is also a lifeline to those who wish to keep in communication with a shore-based wife or even the office.

Even five years ago, deep-sea sailing was predominantly the sport of those who reserved a corner of their soul for the romantic enjoyment of loneliness and danger. The introduction of two-way radio into small yachts will greatly reduce both and thus expand the potential market.

The very rapid growth in



A modern pleasure cruiser fitted with a Decca 110 radar system at the Boat Show yesterday

popularity of yachting in the past decade has already been greatly helped by the comparatively simple electronic depth meter which makes coastal navigation much easier and safer. This was the first of the popular electronic aids which are now beginning to change the character of the sport. A depth sounder costing only £28 was introduced in 1963 by Electronic Laboratories of Poole just as yachting was beginning to emerge as a truly popular sport.

This emergence resulted mainly from the development of resin glass fibre hulls which were strong and leakproof and of reliable small diesel engines.

However, the adoption of mass production techniques and powerful engines (even in sailing yachts) could not alter the fact that navigation was always a difficult art, requiring considerable dedication to master.

Electronics is now reducing that obstacle by making navigation relatively easy. The official wisdom that electronic gadgets are only an aid to traditional methods must soon give way to the attraction of new instruments.

Last year, for example, a new radio direction finding set was introduced by Aplet, subsidiary of Unitech, the aircraft instrumentation company. For a little more than £200, this allows a yachtsman to pinpoint his position rapidly and accurately from radio beacons up to 50 miles distant. All the navigator has to do is to press a few buttons and read a compass dial.

This system, which was a major advance in small boat electronics, depends on a frequency synthesiser and other micro-circuits developed for the aircraft industry. The price of this type of instrument will fall

substantially in the next few years. It will greatly alleviate the yachtsman's greatest worry—the fear of getting lost.

Perhaps even more remarkable to the landman is the development in the last few years of low-cost automatic steering devices, which can be bought for only about £100.

Electronic aids can generally only be made cheap enough for yachtsmen if they are manufactured in large enough volumes to serve a world market. Fortunately for the UK it is a section of industry in which British companies have secured a strong, even dominant, position.

Sales of electronic equipment for the small boat industry are estimated to be around £100m world-wide. Precise figures are difficult to obtain, partly because the distinction between yachting equipment and that used in smaller commercial vessels is becoming blurred.

The three most important UK companies in the field are the fast growing Electronic Laboratories, subsidiary of the Brooks Group (formerly makers of burglar alarms), Decca and Brookes and Gatehouse, now owned by Unitech.

All three are heavy exporters. Decca still dominates the marine radar market with a little under a third of total worldwide sales. It is, however, being strongly challenged by Japanese manufacturers as well as by Electronic Laboratories, which makes the cheapest system available in Europe.

The sale of small radars to pleasure yachts and fishing boats has indeed become an important business even for a company like Decca which made its reputation from supplying the world's large merchant

fleets. World-wide sales of these smaller units are running at probably about 30,000 units or more a year.

A radar set for a supertanker now costs between £25,000 and £30,000, but at present scarcely any supertankers are being built. To achieve the same revenue, therefore, Decca must sell smaller units for patrol boats, fishing boats or yachts. The world slump in merchant shipbuilding is therefore pushing companies like Decca more and more towards smaller sized craft.

At the same time companies like Brookes and Gatehouse which developed mainly from sales to yachtsmen, are now looking upwards towards the commercial vessel market.

Mr. Charles Kirkman, sales manager for Brookes and Gatehouse explained: "The use of the micro-processor and other miniature electronics is going to produce a revolution in our industry over the next ten years. However the effect of the micro-processor will be that we will have to sell many more of each standard instrument to justify development costs."

For Brookes and Gatehouse, which developed an international reputation for very rugged, high quality instruments at a premium price, the obvious expansion route is towards commercial shipping. Electronic Laboratories, on the other hand, seems determined to remain the "Marks and Spencer" of the boating industry. Its strategy is to achieve high volume sales by aggressive cost cutting as far as that is compatible with workmanlike quality.

For both companies exports represent more than 80 per cent of total sales, with the U.S. and

## UK BOATING INDUSTRY SALES

Year (end March)	£m	% of which exports
1969	57	73
1970	72	70
1971	73	24
1972	83	21
1973	100	21
1974	141	42
1975	151	50
1976	205	81
1977	245	100
1978	270	105

Source: Ship and Boat Builders' National Federation

## EUROPEAN BOATING INDUSTRY PRODUCTION 1976\*

Country	\$m
Denmark	45
UK	394
Finland	73
France	407
Italy	na
Netherlands	172
Norway	106
Sweden	442
Germany	na

\* Total turnover of main companies including trade and service.

Source: International Council of Marine Industry Associations

Germany among the most important markets.

Besides the three larger companies there are a large number of specialist marine electronics companies, many of them with sales of less than £500,000. Some have developed impressive new products which have helped to maintain the high reputation of the UK boating industry abroad and to maintain total exports at the current level of £100m. The UK marine electronics industry's total production is about £26m a year, of which a high proportion is exported.

The smaller companies include Nautech, which developed the first low-cost automatic pilot, of which it has now sold 13,000. Aplet scored an important first in the world market with its direction finder. Mariner Electronics, a small South Coast company, is another example of an entrepreneurial effort which has achieved sales of £500,000 during the last five years, of which 72 per cent is exported.

In spite of its recent success, the marine electronics industry now faces two general uncertainties. The first and most obvious is a consequence of the general stagnation of the boating industry. The rapid increase in popularity appears to have been checked partly because of congestion in yacht harbours, and partly because of competition from other leisure industries.

The question therefore is whether advances in electronics will continue to help make yachting attractive to the unconverted at a similar pace to that achieved by the use of glass fibre and diesel engines during the 1960s. The very high cost of resins, which resulted from the increase in the price of oil, has also had a restraining effect.

The advance of new sections of this market, including that for marine clocks, specialised calculators and tape recorders and navigational equipment, will depend upon the boating industry as a whole maintaining enough forward momentum.

The other uncertainty is whether the smaller UK companies will be able to survive if the market becomes profitable enough to attract some of the larger international electronics companies.

Already there are signs that this is happening. Texas Instruments, with its formidable reputation for driving down prices of consumer and office electronics, is now marketing its very competitively priced Lorac C navigation system at about £2,000. This system uses a radio network to give a continuous automatic reading of a vessel's position. Although this product is clearly aimed at the smaller commercial vessel and larger yacht market, it shows that Texas is keeping a sharp look out for chances of putting its products ahead of marine calculators already available, which can allow navigators to dispense entirely with nautical almanacs and trigonometric tables. It may prove comparatively easy for Texas to develop marine products like this as a spin off from their other operations.

On the other side of the Pacific, the Japanese, with a very large fleet of small fishing boats have developed a wide range of marine electronics including radar.

UK companies will therefore have to move rapidly if they are to exploit the larger and more lucrative marine markets and avoid being hemmed in by the specialist requirements of racing yachtsmen.

# MEN AND MATTERS

## Caine climbs from the kindergarten

Michael Caine was in quite a muddle yesterday, just as he was named the next chairman of Booker McConnell. Treading carefully amid electricians' cables, then manoeuvring his broad, 6ft 4in frame past piles of boxes, he surveyed the conglomerate's temporary headquarters in Bishopsgate with cool amusement on a morning day as at the start of this week.

By the time Booker McConnell returns in the autumn to its old (but renovated) home in Bucklersbury House, Cannon Street, the 51-year-old Caine will have taken over the reins from Sir George Bishop.

Like Booker McConnell himself, with its £500m turnover derived from widely-diverse interests at home and abroad, Caine has contrasting strains in his outlook. On social issues and Third World affairs he sees himself as a radical—but no Leftist. Once chairman of the Institute of Race Relations, he fought a long, but vain, battle to stop militants from turning it into a platform for polemics. He has a strong streak of intellectual liberalism. "I spent 40 years of my life in Hampstead Garden Suburb," he explains dryly.

But this high-mindedness goes with hard-headedness in business. His rise to the top of Booker McConnell is directly linked to its surging growth in wholesale and retail food sales in Britain. He has steered that division's turnover from almost nothing in 1960 to around £400m last year. "I am a firm believer in the market economy," he says—with ample evidence.



"On a Summit the only direction you can go is down!"

Parker, now head of British Rail.

In recent years, Caine has been chief executive and vice-chairman to Bishop, who he says has always been "unfappable and cheerful in face of difficulties." Difficulties there certainly were in the early seventies, when asset-strippers—notably Jessel and Slater—were sniffing around Bookers. "Our earlier problems have been unloaded," says Caine.

One major unloading he masterminded personally was in 1976: the sale to marxist Guyana of the sugar interests from which the group was born. "We can now look forward confidently," said Caine yesterday.

## Rare catch

While London worries itself into a lather about the country's one remaining smallpox laboratory in Porton, the World Health Authority has ironically chosen this moment to publicise a \$1,000 reward for anyone reporting a confirmed case of the disease. "The search is on throughout the world," says James Magee, of the WHO Smallpox Eradica-

tion Unit. But during 1978, investigation of over 18,000 cases of skin rash in the Horn of Africa yielded only common-or-garden chickenpox and measles. Rumours from the rest of the globe also produced not a single case. Perhaps fearful of doing itself out of a job, the unit hopes its tastefully executed, gold, blue and red poster should bear some fruit.

## Spectre of Disney

In the absence of a De Gaulle to keep alive Gallic anti-Americanism, it has been left to one of France's Communist members of Parliament to initiate protests against the choice of the cartoon character Goofy as the national mascot for the 1990 Olympics. Deputy Georges Hage describes it as "an insult": in words which might have issued from Colomby itself, he demands to know what measures are to be taken "to ensure that France's image survives the Olympic Games untarnished." The French Olympic committee is circulating pictures of the trans-Atlantic canine with increasing self-consciousness.

## Lhasa beam

While the thaw continues in China, the Americans have pulled off a supreme coup in negotiating the building of a 200-bedroom hotel in the (hitherto) Forbidden City—Lhasa, capital of Tibet. The Chinese intend to open Lhasa to foreign visitors for the first time. This should provide plenty of bookings from the culturally curious for the edifice to be built by the New York-based Amherst Group.

Marcia Lieber, daughter of Amherst's chairman and sole shareholder, Abe J. Lieber, tells me the Lhasa hotel, and five others in China, are part of a bigger package which includes technical help in designing, building and arranging finance for a national communications and data processing network. "Intercontinental Hotels has

also announced an agreement to build six hotels in China, all of which suggests that tourists will soon be as biased about Peking as about Paris.

Even in troubled Cambodia the still-almighty dollar has been flexing its remaining muscles. For the first time since money was abolished by the Khmer Rouge four years ago, it has returned to cope with day tourists visiting the ancient temple of Angkor Wat, closed during eight years of war and revolution.

Travellers are, however, somewhat startled to find that silk and cotton scarves cost \$30 and upwards, and straw baskets \$10 to \$15. "High quality," explain the guides.

## Brick unfurled

Despite the froideur produced by certain recent events, the Bulgarians and HMG have, I am pleased to report, settled down to some useful negotiations on trade. One can only sympathise with the Bulgarian delegate who gushily remarked in the loaded atmosphere: "I think these talks should end in a general umbrella agreement."

## Ethics above all

They mean to see the job done properly... Sir Henry Fisher, newly-announced choice as chairman of the working party to enquire into self-regulation at Lloyd's is the son of the former Archbishop of Canterbury, Lord Fisher of Lambeth.

## Tart retort

After studying the menu at an Oxford restaurant where she was taking tea, a reader called the waitress and asked the difference between gateaux and cakes. It's plain enough on the list, came the acerbic reply. "Five pence."

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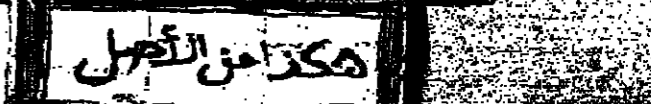
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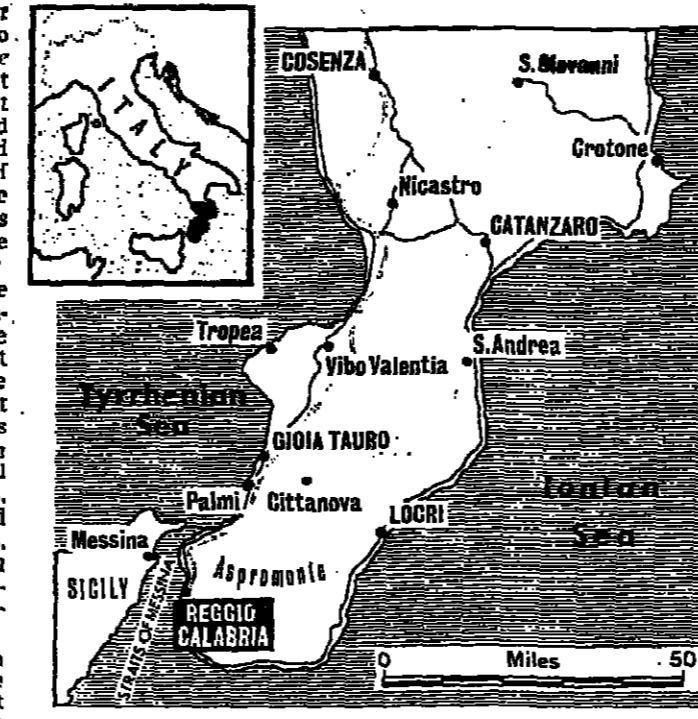
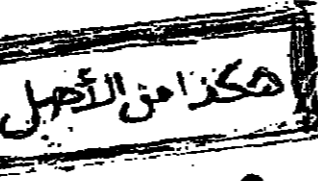
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Observer



The blight on the Italian South: By PAUL BETTS in Reggio Calabria

# Coming to grips with the mafia



AN ITALIAN court for the first time has successfully sent through a major trial against the Calabrian mafia, or more precisely the 'ndrangheta or 'Mazza Thing'. After some 47 hearings spread over the past three months in the rundown courthouse of Reggio Calabria, opposite the old castle of Ferdinand of Aragon, 25 of the 60 defendants were sentenced yesterday to prison terms totalling about 207 years.

The presiding judge read out the verdict at 3 a.m. yesterday morning in the crowded courtroom of Reggio, with its red drapes, its arches and its collection of battered chairs. The accused, appearing on charges of criminal association or in the more figurative Italian of *associazione per delinquere*, listened in two rows seated on either side of the court guarded by an impressive contingent of carabinieri.

The sentences represent a turning point in the previously unsuccessful attempts of the judicial authorities to tackle the phenomenon of the mafia in Italy. According to the magistrates of Reggio, a depressed town at the tip of Italy's heel, the trial was in many respects unique. Previous trials related to the Calabrian mafia had always involved specific and individual acts of extortion, murder or corruption only, whereas in the trial now concluded the charge implied that membership of the mafia by itself is punishable. The trial demonstrated for the first time tangibly the extent of the "Honoured Society's" network in Calabria and its presence in every aspect of the region's economic life.

Not that anyone has ever doubted for a moment its existence—first as the "little sister" of its Sicilian counterpart and subsequently its evolution and transformation into the

so-called new mafia with the beginning of the first subsidies and public works programmes in the late 1960s. They helped it to spread to the richer industrial pastures of the North, where it has fed on the discontent of southern emigrants and in the chaotic university and schools systems.

All the 28 condemned are generally regarded as leading figures of the Calabrian mafia. The remaining 32, apparently lesser representatives of the 'ndrangheta, were acquitted because of insufficient evidence. Some were not tried because their legal charges were not clear.

The trial was characterised by the usual barrier of reluctance and occasional acts of intimidation in the best mafia tradition. Before the trial officially opened, one of the magistrates was the target of an unsuccessful bomb attack. The public prosecutor had asked for prison sentences totalling some 257 years on 53 of the defendants. He pitched his case around a whole series of cheques and money drafts paid for activities connected with different projects, including, among others, the proposed but not shelved plan to build Italy's first integrated steel plant in the plain of Gioia Tauro, some 20 miles north of Reggio, and the doubling of the main Reggio railway line.

The cheques, he claimed, showed a complex roundabout of the various defendants. With a mixture of rhetoric blending Pirandello, the commedia dell'arte, Greek classic tragedy and Cronos Marx he illustrated to the court documents allegedly showing the existence of an organised criminal association. He read out a letter of recruitment by a supposed mafia boss to a newly acquired member, seized in the course of a police raid in the mountains of the Aspromonte. It started with the

word *accommodatissimo* or "most welcome." It referred to the recruit as a *giornone d'onore* or "honourable youth." It urged him to visit the sick but it also spoke of arms. It said the "honourable youth" had decided to leave the "world of contrasts," and at this stage the public prosecutor claimed this meant the world opposed to the 'ndrangheta.

This particular part of the prosecution's winding up summarised in so many words the condition of this poorest part of Italy's South, which is at the root of the country's current crisis. Calabria, in a sense, is a different civilisation with its enigmas, half-mythologised Christianity, its internal hatreds, its poverty, illiteracy, and cruelty. In these conditions, the mafia has thrived both alongside and within the political, economic and local government structures of the region.

It first emerged in the open as a conditioning factor in the region's economic development at Locri, in 1967, when a mafia execution took place in the village square in broad daylight on market day. Three men were killed in a showdown between two rival families over an issue involving building tenders. Subsequently, the hand of the mafia in some form or other has repeatedly appeared in all major contracts in the area.

One northern businessman involved in the construction sector in Reggio Calabria referred to the phenomenon of the mafia quite blandly. "If you want to do business here you must work out in advance the cost of the protection money you will have to pay, usually in the form of non-existent sub-contracts. If you refuse, your equipment will be blown up, your employees will be terrorised, or you will quite simply be kidnapped." Similar problems face the trade unions. Sig. Placido Napoli, secretary of the local

CGIL union, said two signed-up members were recently badly beaten up at Gioia Tauro by mafiosi, who wanted the jobs for their proteges. The unions took the case to court and successfully prosecuted it.

In the main street of Reggio, Corso Garibaldi, a barricade of rusty bed frames and springs guarded what was left of a shop gutted by a sudden inexplicable fire. Opposite, youths lolled in their characteristic posture outside a cinema showing a film appropriately called *Anti-Mafia Squad*.

The Aspromonte, the sinister mountains of olives and shrub rising sharply behind Reggio and overlooking the straits of Messina across to Mount Etna, is the traditional heartland of the Calabrian mafia. The isolated road winds up through dark forests of olives to the town of Delianova, with its old men playing endless card games and its decrepit houses clinging to the hillside. Delianova has the highest rate of kidnapping in Italy. They rarely feature in the news because they usually involve relatively modest ransom sums of around lire 30m-50m.

One of the wealthier farmers was recently kidnapped. He had forgotten to pay the traditional percentage of the EEC olive oil subsidy which he receives and which effectively makes up his profit. His wife could not pay the ransom because she had no written power to draw money from the bank. The kidnapers through their channels let her have the necessary documents, signed by the victim. But the mafia does not limit itself to extortion. It has become agricultural producer and industrial entrepreneur in its own right.

Gioia Tauro is perhaps the most outstanding example not only of the mafia's presence, but of the general predicament of the South. It was the fruit of a political compromise following the revolt of Reggio eight years ago when the regional capital was moved from Reggio to Catanzaro. To appease popular unrest, a second state university for the mezzogiorno, the Italian South, was earmarked for Cosenza and the integrated steel complex was planned for Gioia Tauro.

Gioia Tauro was part of the so-called Colombo Package devised by the then prime minister, Sig. Emilio Colombo, now president of the European Parliament, to create some 20,000 new jobs in the Reggio area. Although the steel complex was to employ only 7,500 people, it became the less represented starting point of an industrial policy to develop a new outlook in Calabria and to uproot gradually the mafia much in the same way as giant chemical plants were planned for Sardinia to eliminate banditry.

Gioia Tauro is today an enormous wasteland. Some 1,000 hectares (about 2,100 acres) of olive and orange groves in the plain, in a region where 92 per cent of the total area is mountain land, have been destroyed. Despite the shelving of the steel project under pressure, among others from the European Community because of the world steel crisis, work is continuing on the construction of a gigantic port under the most difficult conditions.

There is an inborn fatalism in most Calabrians. The failure first of the land reform, which tended to distribute mainly the most marginal land of the traditional southern landowners and under financial and environmental conditions of the most discouraging kind, and then of an uncoordinated industrialisation policy, have—like the

climate, geology and history of the region—continued to conspire against it. With the recession and the restrictive economic policies of the past two years, the situation has deteriorated.

The two biggest industrial projects, Gioia Tauro and the Liquichimica chemical plant to produce bioproteins for animal feed, have never taken off. At Saline, the Liquichimica complex has been completed but has so far not received approval for the commercial production of bioproteins from the health authorities, while the top management of the company is currently under judicial investigation for alleged misuse of state subsidised funds.

extent this is happening. Last year, at the town of Gioiosa Jonica, the mayor took a mafia family or cell to court after they had tried to impose by force upon the community a day of official mourning following the death of their boss.

In part work at Gioia Tauro has been allowed to continue to give some employment in an area with more than 100,000 people in search of work. Of these more than 70 per cent are young people. At a time of renewed social tensions in the area and growing exasperation, the continuation of some work at Gioia Tauro, according to local trade union leaders, reflects the general policy of a "social compromise" to give substance by subsidy to a vast portion of the population. In large part, too, the work continues for a series of political motives and financial interests.

Calabria is how likely to be one of the main battlegrounds of the country's next and apparently nearing electoral confrontation. In the industrial North, the Communist party is unlikely to increase its already considerable electoral support. In the South, and Calabria in particular, it has always been weak and local representatives of the party say it is currently losing ground. This in large measure is so because the coalition Government in Rome, which the Communists support without serving in it, has failed to fulfil repeated promises for the recovery of the region. In turn, this has led to a hardening of the Communists against the other parties, but especially the Christian Democrats.

At local level, it led to the withdrawal of the Communists from the regional government coalition of Reggio following the march of some 20,000 Calabrian workers to Rome at the end of October. At national level, too, the coalition formula now risks falling apart.

## Backwater

Although it would be unfair to underestimate the serious effort, capital and dedication that have gone into Calabria during past years, much of this effort, as one local Communist party official remarked, has already been washed down the Straits of Messina. The motorway that now links Reggio with the North, and which periodically appears in the press as one of those customary Italian national public works scandal, has done much to break the isolation of the region. But it still remains a backwater as the gap between the North and the South of the country widens.

While the judicial authorities with the trial in Reggio have begun to tackle successfully the mafia phenomenon, the magistrates admit that they are still only dealing with the so-called generals and soldiers, and not the real bosses. According to Sig. Guido Papalia, a Reggio magistrate, the real effort to overcome the mafia must come from political and social forces. Indeed, it is in large part a cultural problem. To some

## Letters to the Editor

### Afloat on chemicals

From Mr. R. Legge  
 Sir,—Is the contribution of oil and chemicals to the UK economy really appreciated? One shudders to think of our situation without their outstanding production and export performances in recent years.

Figures for the total economy including oil and chemicals are hard enough to come by, but a few key indicators showing absolute changes between the years 1973 and 1978:

GDP	+ 3.5
Consumers' expenditure	+ 0.3
Total industrial production	+ 0.2
Total manufacturing production	+ 4.0
Retail prices	+ 120
Unemployment	+ 125

When North Sea oil and gas and chemical industry production are excluded the picture looks far worse for example the rest of industrial production fell by 5.8 per cent in that five year period.

In view of recent criticisms, it is relevant to note the leading role played by "multinationals" in the oil and chemical success stories. These companies are alleged to be selfish giants which ignore the true interests of the countries in which they operate. If only our political masters could achieve as much of its interests in their ever-widening tinkering in industrial affairs.

R. F. Legge  
 87, Penhurst Gardens, Edgware, Middlesex.

### Why not pay more?

From the Conservative Prospective Parliamentary Candidate, North Nottingham  
 Sir,—If the salary bill of companies is less now in real terms because of continued wage restraint, and, if the engineer is essential, is in short supply and is in need of a higher status in British industry, why don't companies merely pay the engineer a lot more? And while they are about it, why not pay others in industry? If it is that important—more?

I too, have heard of trade union hostility, of wage restraint and of diminishing profit margins, but I haven't heard of a single reason why those in industry can't be paid more.

P. E. Waite  
 North Nottingham Conservative Association, The Dorchester, 19a Hamilton Road, Sherwood Rise, Nottingham.

### A way to cut unemployment

From the Director, Federation of Medium and Small Employers  
 Sir,—Smaller businesses are sometimes condemned for excessive self interest, and we are the first to agree that enlightened self interest is the basic fuel which keeps enterprise alive. We have, for instance, a marked self interest in helping the state avoid the tremendous expense which will be inevitable if we have to support for the next several decades a generation made unemployed by unemployment. Surely the signs of chronic unemployment, poverty and crime—those con-

stant bedfellows—are plain for all to see?

A state faced with this will, or certainly should, apply itself analytically to the problem, to eradicate the causes and to make non-cosmetic arrangements which will have a bona fide impact on the problem. Why are people unemployed? Sir, the answer to a business will take them on to the staff. So the pragmatic action which is called for is to persuade those employers to take people on. We should be seeking to identify and eradicate the reasons which make it attractive to a business not to engage more people.

What about compulsion? Even the compulsion inherent in paying subsidies towards additional wages falls cannot, by its nature suggest the jobs which are thus created are no bona fide. To be genuine, a job must be an essential prerequisite of a successful commercial operation. The enormous numbers of small and medium-sized firms in Britain provide a potential into which the state should be able to siphon millions of presently or potentially unemployed men and women, boys and girls.

So why is it not working and why will even a subsidy not bring the pump in traditional Keynesian tradition? The reason is that so many employers are motivated by a new fear with which they have not learned to live—the fear of getting involved and out of their depth in legislation with which they cannot cope and which they would not begin to finance. Why cannot the State, which has interfered so much in business since 1973, interfere again to remove some of the obstacles which it has created?

Risk taking is the raison d'être of our existence. We expect to risk and possibly lose our capital by making commercial judgments which may make us a fortune or make us bankrupt. What we cannot do is make snap value judgments on the basis of human beings upon which we are prepared to wager our future. No small employer will willingly take the risk of employing a single extra hand unless he can see his way clear to restoring the status quo ante, should the new hand not be a good investment—good for the firm, good for the firm's other employees—good, in the long term, for the person engaged. What benefit is it to a man to be stuck in a job he dislikes, in which he is not competent and is known not to be competent by his employers and his fellow employees?

Yet that is the situation posed by the absurd "unfair dismissal" legislation which has been likened, by a Minister in Parliament, to gigantic fruit machine, which may, for the lucky punter, produce several thousand pounds in compensation. To qualify for a ticket in this gamble, all the worker has to do is remain in a job for 26 weeks, after which, irrespective of his personal qualities, he cannot be removed in practice, without participating in the Minister's fruit machine. It is the fear of being landed with the provision of the prize money, plus the costs of the litigation, which inhibits hundreds of thousands of small firms from taking the risk of offering jobs which might break the log jam of unemployment currently building up. Let Parliament act to restore to two years the period by which an employee must be with a firm—

surely not an onerous term compared with permanent unemployment—and see at once the number of vacancies which will occur, once the small man knows he has a reasonable period in which to judge whether his new man (or woman) is or is not, going to make the grade.

Such a step will not solve the whole problem, but it will be a major contribution and allow those of us who think about these things to be optimistic that the cancer of unemployment is at least being tackled.

J. H. Stevenson,  
 Enterprise House,  
 Park and Prime Lane,  
 Henley-on-Thames, Oxon.

### Winsome ways

From Mr. M. Stacey  
 Sir,—I am the last of men to cry "sour grapes," and I am brimming with admiration of the bold and innovative stroke of Colt International in securing the face and name of the Rt. Hon. Anthony Wedgwood Benn for its eye-catching, full-page and doubtless widely distributed advertisements entitled "What Your Own Boardroom Needs is a Few More Like Him" (January 2).

Nevertheless, I am sure I am not alone in wondering about the propriety of a senior Government Minister lending his face and name to a purely private enterprise. I am not an old man, but neither am I in the first flush of youth: I certainly cannot remember any precedent for such a departure. Times and customs change, however, and perhaps we must read this as no more than a further sign of the ever-increasing relationship (not to say entanglement) between British Government and British industry.

If so, it would give me great pride to secure the face and name of some notable public figure in support of my own company's claims. One imagines starting at the very top, with Mr. Callaghan himself, emphasising the moderation and general good common sense of our market place blameworthy!

M. J. Stacey,  
 Triple-E (U.K.),  
 567, Chiswick High Road, W4.

### Spending on education

From Professor Glyn Emery  
 Sir,—In his forecast for the Electronic Industry for 1979 (December 30) Sir Robert Ford refers quite rightly to a serious shortage of skilled people, which is now the main impediment to growth. He is wrong, however, to suggest that the cause is a lack of motivation among young people.

Partly because of a reduction in the number of graduate jobs, and partly because of a real change of heart, young people are not now quite so contemptuous of engaging themselves in trade as they once were. Today's problem is much simpler: it is lack of resources. Whatever it may allege to the contrary, the Government is spending yearly less and less on real education.

For example, the cost of a computer suitable for sixth form work, surely a primal requirement for getting students interested in this sector of industry, is less than £1,000; yet not one school in a hundred can

afford this sort of money. Indeed many schools are not able to provide a proper complement of textbooks. Nor is the situation in higher education any better. I write with some bitterness here, since I have been told that the finances of the College will probably not extend to providing me with the additional lecturer I shall need next year. As a result, the College will probably not be in a position to accept any students next year to read computer science.

It is perhaps typical of the country's present malaise that the Government is evidently able to lavish over £200m of taxpayers' money on support for microelectronics without ensuring first that the human skills will be there to make proper use of it. This type of policies, which enters into grandiose schemes with happy disregard of fundamental needs, is best exemplified in the Shah of Iran; and we all know what is happening to the unfortunate gentleman.

Glyn Emery,  
 Department of Computer Science,  
 The University College of Wales, Penllystwyth, Aberystwyth.

### A record price rise?

From Mr. P. J. Yates  
 Sir,—Among our office stationery we have some applications for office copies of documents addressed to H M Land Registry, printed in 1973 and detailing a fee of 20p for office copies covering register entries only. A recent telephone call to our local Registry revealed that the price now for such documents is £2.25, which I calculate to be a 1125 per cent increase in just five years.

I recall a letter in the Financial Times in 1976 concerning an increase in postage costs of 600 per cent in five years, but I would think that the Land Registry now holds the new record for price escalation over a five year period.

Peter J. Yates,  
 103, North Downs Road, Addington, Croydon, Surrey.

### Building societies

From the Chief Surveyor, Anglia Hastings and Thanet Building Society  
 Sir,—I was interested to read your further commentary on our housing market report for 1978 (January 2, page 14). May I, however, draw your attention to the headline and first paragraph which wrongly imply that Anglia Hastings and Thanet Building Society naturally does most of its business in the south-east of England.

When the amalgamation took place six months ago Anglia headquarters in Northampton was the 17th largest building society in the country; Hastings and Thanet, based in Bexhill, was the 19th largest. Both had effective national networks of branches and this is all the more so for the new society, the seventh largest building society in Britain.

I am sure you will appreciate that a society of such size—with assets of over £1.5bn—more than a "local" flavour. Further, your correspondent refers to 33,000 "transactions," but this should read "properties." "Transactions" would of course run into millions. These properties mortgaged to the society were spread throughout the country, and our annual property report has broken these down into areas for more detailed comment.

C. P. E. Moreton,  
 Anglia Hastings and Thanet Building Society,  
 Moulton Park,  
 Northampton.

### Promises—promises

From the Executive Director, Marketing Improvements  
 Sir,—It has long been my wish that those responsible for the national advertising campaigns of major companies would adopt the principle I have tried to instil in marketing training. "Let your products always perform better than the promises you make for them in your advertising." As we leave 1978—probably one of the worst in terms of respect and credibility

### Today's Events

Two-day summit meeting opens between Mr. James Callaghan, UK Prime Minister, President Jimmy Carter of the U.S., President Valéry Giscard d'Estaing of France, and Chancellor Helmut Schmidt, West Germany, on the French Caribbean island of Guadeloupe: no set agenda, but subjects expected to be discussed are East-West relations; Strategic Arms Limitation Talks; development in the Middle East, including Iran and Turkey; and the position in Africa.

London Chamber of Commerce top-level trade mission begins three-week visit to Singapore, Malaysia and Thailand, supporting the present tour of those countries by Mr. John Smith, Trade Secretary.

Sir Kenneth Cork, Lord Mayor of London, at luncheon with chairman of British Insurance Association, Alderman House, Queen Street, EC4, 1 pm; in the evening the Lord Mayor attends Planning and Communications Committee Dinner, Guildhall.

Mayor and City of London Court to consider lead in petrol damage to health claim by three children against BP, Shell, Associated Oel and Ford Motor Company, Basinghall Street, EC4, between 2 pm and 4.15 pm.

COMPANY RESULTS  
 Final dividends: Robert H. Lowe, J. P. Nash Securities; Interim dividends: Samuel Heath and Sons; Howden Group, Knott Mill; Schelinger American Investment; Stavert Zigomala and Co. (Holdings); Stead and Simpson.

COMPANY MEETINGS  
 Atlanta Baltimore and Chicago National Investment Trust, 20, Birch Lane, EC, 12.30. W. J. Pyke, Winchester House, 100, Old Broad Street, EC, 12.

**CITY OF LONDON**  
**CLEMENTS**  
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UK COMPANY NEWS

Fodens slumps midway and sees poor result

PROFITS OF Fodens slumped from £1.29m to £98,000 in the 28 weeks ended October 14, 1978—the second half results should be better, the directors say, but they cannot now expect a good year.

The first half result last year was followed by a buoyant second six months resulting in a record £2.84m for 1977-78. The directors say the group's recovery in the past two years has relied extensively on exports and specialised vehicles. During the first half this year, exports have been very low due to the absence of demand from the Middle East and this has also affected the sale of spare parts in these markets.

In addition, few deliveries of specialised vehicles have been made because of a gap in contracts. The financing of stocks of export vehicles held for longer periods than usual is reflected in the level of interest charges. Introduction of the new S10 cab, made entirely in the group's own works has been costly and inconvenient. This cab is vital for planned increase in home market share and is now in full production.

The UK market is still very active. Deliveries of substantial quantities of specialised vehicles are now taking place but there is so far little improvement in exports of vehicles and spare parts.

However, the Board is all set to go and expects results of all the efforts of the past few years to show through in 1979 and onwards.

	1977	1978
Turnover	23,222	25,990
Trading profit	1,513	98
Profit	1,290	98
Tax	22	12
Minority	8	3
Exchange loss	—	28
Extraord. debit	—	—
Attributable	112	1,208

**F. Tomkins warns on margins**  
AS FORECAST pre-tax profits of F. H. Tomkins were ahead at the

half-way stage, but the chairman warns of continuing pressure on profit margins.

For the six months to October 31, 1978, turnover went up from £7.44m to £8.78m and pre-tax profits from £858,000 to £717,200. Tax takes £375,100 (£349,400). Last year pre-tax profits were a record £1.77m.

But the chairman points out that the results reflect the pressure on profit margins to which he referred at the annual meeting. It is impossible to be optimistic about the prospects for bright drawn steel and bolt and nut manufacture for the remainder of the year.

He adds that every effort is being made to maintain market share in the face of increased competition from the UK and Europe, but inevitably this will involve the continual sacrifice of some profit margin.

INCLUDING results from Wheatstreak Distribution and Trading since its acquisition on May 23, 1978, pre-tax profits of Linfood Holdings rose from £2.95m to £3.5m for the 28 weeks to November 11, 1978. Sales were substantially higher at £418.6m compared with a previous £174.4m.

The directors state that current trading results are beginning to reflect the benefits of the merger with Wheatstreak. The merger, they say, is proceeding satisfactorily and will enable the group to expand from a position of strength in the market place.

As expected profits for the whole of the 1977-78 year were down from a record £5.81m to £5.18m, which included a £450,000 release of a provision relating to Merchandise Promotions.

	28 weeks	1977
Sales	418,600	174,427
Trading profit	4,571	3,212
Interest	1,071	270
Pre-tax profit	3,500	2,942
Overseas tax	—	—
Minority	28	—
Conv. interest	547	—
Attributable	2,883	2,942

ICL sees continuing need for heavy investment

CONTINUED GROWTH in both turnover and profit is expected at ICL this year, Mr. T. C. Hudson, the chairman, says in his annual report.

This is provided there is a competitive level of inflation, reasonable stability of sterling and continued improvement in industrial relations, says Mr. Hudson.

If the group is to take full advantage of the buoyant world market for computers, a continued heavy investment will be needed in many areas of the business. This includes new production facilities, extensive staff training and additional marketing expenditure as well as a continuing high level of research and development expenditure.

Orders taken in 1978 were more than one-third up on the previous year. Order targets were substantially exceeded in the first half of the year, while about half the new orders came from the UK and half from overseas.

The value of orders for medium and large 2800 Series systems doubled, with two new systems—the 2980 and the 2976—making a significant contribution.

Another area of major strength was in communications equipment, including special and general purpose terminals, where business was also twice the value taken in the previous year.

construction of two large new factory units in Manchester. But the groups own financing of rental equipment fell below target for the year; it is hoped to make up for the shortfall in 1979, the chairman stated.

With few exceptions, all overseas territories were profitable in 1978, and in particular, ICL in Canada made considerable progress towards profitability in the U.S., marketing operations are not yet profitable although the U.S. subsidiary showed an overall profit because of its manufacturing operations at Utica, New York.

A loss occurred in Finland, and action was taken to rectify the difficulties. Mr. Hudson adds that essential to group objectives is the further development of business in continental Europe which was significantly strengthened by acquisition from Singer.

Howden Group on course for appreciable full year increase

REPORTING AN upsurge in pre-tax profits from £1.56m to £2.57m in the six months to October 31, 1978, Sir Norman Elliott, chairman of Howden Group, says he expects full-year results to show an appreciable increase over last year's £4.9m and that earnings per share will further improve.

Although in recent years some two-thirds of pre-tax profits have arisen in the second half, in the current year a more even distribution between the two halves is expected. At the time of the rights issue in August a total dividend payment of 4.7p (4.0875p) was forecast. The board intends to declare an interim of 2p in March. Acceptances for the issue were received for approximately 96 per cent of the shares offered.

After tax of £1.42m (£0.52m) for the first half and minority profits of £70,000 (£253,000), reflecting the elimination of minority interests in Howden Canada from November 1, 1977, and Howden Group South Africa

from September 1, 1978, the attributable balance increases ahead from £0.49m to £1.38m. Sir Norman reports that some notable power station orders have been won. Howden Canada in collaboration with BBC Brown Boveri of Switzerland is to supply the turbine generator units for Ontario's new nuclear station, which is a nuclear station and Aitikon coal-fired station. Howden Canada's share of these orders is approximately £60m.

Birmingham Pallet doubled

INCLUDING a temporary employment subsidy of £56,765, which ceased in May, 1978, pre-tax profits of Birmingham Pallet Company, engineering concern, virtually doubled to £278,310 for the year ended October 31, 1978, against a previous £142,058.

At the halfway stage the directors had reported an advance from £93,000 to £121,000 in profits and expected second-half figures to be similar to those of the first.

Earnings are well up at 12.78p per 10p share compared with last year's 6.88p and the dividend is stepped up to 6.25p (5.6p) net with a final payment of 4.25p.

	1977-78	1978-77
Turnover	2,206,152	2,628,372
Profit before tax	276,210	422,058
Tax	148,000	75,188
Net profit	130,210	366,870
Interim div. paid	20,491	18,300
Retained	109,719	348,570
Dividend	66,467	12,748
Brought forward	54,322	—
Carried forward	54,322	67,168
Carried forward	528,727	546,336

BENLOX CAPITAL REDUCTION

The special resolution providing for the reduction in capital of Benlox Holdings was unanimously passed at an ECM yesterday.

Stems are being taken immediately by the company's solicitors in applying to the High Court for its confirmation to the capital reduction.

NEW LIFE BUSINESS Substantial rise at Legal and General

A substantial increase in worldwide life business last year is reported by Legal and General Assurance Society, the second largest life assurance group in the UK. New annual premium income rose by 12 per cent to £1,000m, the group's revenue reaching £1,000.4m against £89.5m. New single premiums were 40 per cent higher at £29.8m against £21.3m.

The group, the largest pensions company in the UK, benefited from the start last April of the new state pension scheme. New annual premiums for company pensions and group life business, excluding small pension arrangements, jumped by 15 per cent to £84.4m from £55.9m while single premiums advanced marginally to £18.9m from £18.1m.

But Mr. Ron Peel, the chief executive of L and G, pointed out that this did not represent the complete growth picture for 1978. Additional premiums arising from new schemes and from alterations in existing schemes had risen sharply in 1978 to £28.5m from £7m. There had also been substantial premium growth resulting from salary increases and business expansion. But the full benefit of this would not accrue until this current year, 1979, because of the delays involved in documenting the exceptionally large number of scheme alterations. Thus the real premium growth last year was very much understated.

Overall, worldwide individual new life business advanced to £30.4m from £26.6m in respect of annual premium business and single premiums totalled £10.5m against £8.5m.

These figures do not include the results of Legal and General's reinsurance subsidiary, Victory Insurance. The Victory Insurance Company, a subsidiary of Legal and General, reports a 32 per cent increase in 1978 in new sums assured amounting to £852m against £647m. New annual premiums were slightly higher at £1.3m compared with £1.3m, while new single premiums improved significantly to £8.6m from £6.7m.

HIGHLIGHTS

Lex looks at the recent wave of mergers with more than £400m of them now pending. Fodens has hit a nasty pothole in the first half but is optimistic about next year. Linfood's figures are better than expected and the shares rose 13p to 139p yesterday, but the results may be worse than they look. Finally Lex takes a look at Mercantile Credit's balance sheet which shows the effects of the big expansion of leasing business. Elsewhere, Howden has come up with an impressive first-half rise, though the usual heavy bias towards the closing six months may be absent this time round.

Record profit for Mercantile Credit

BY MICHAEL LAFFERTY

LOW interest rates in the first half helped Mercantile Credit, the finance house owned by Barclays Bank, to reach a record pre-tax profit of £32.9m in the year to September 30, 1978.

This is more than 30 per cent better than last time, but almost three-fifths of the improvement arose in the six months when interest rates were particularly favourable. The profits boost was also assisted by considerable growth in Mercantile's industrial and consumer divisions. However, though substantial benefit came from the consumer spending boom, Mercantile's chairman, Mr. A. Victor Arey, says the company was not able to exploit this to the maximum because of government restraints, including the Bank of England's request to give priority for lending to industry.

One area where Mercantile has achieved particular growth is in industrial leasing, and car leasing in particular. Equipment on lease has increased 40 per cent in the year to £512.4m, at cost values. A third of this increase could be accounted for by car leasing.

Mercantile Credit has provided full deferred tax in the accounts. This arises mainly from accelerated capital allowances on leased equipment. Mercantile says it is still in discussions with Barclays as to whether it should go on making full tax provision.

In general, however, the finance houses are believed to feel that full deferred tax accounting is essential to their business. But some of the clearing banks may take an opposite view.

Mercantile is not expecting the current year to come anywhere near last year's growth levels. Interest rates in the first four months of the year to date, based on Finance Houses Association base rates, have averaged 10.9 per cent. This compares with 8.1 per cent in the same period last year. Yesterday's annual report shows that the number of Mercantile Credit employees received

ing salaries between £15,000 and £17,500 increased from 1 to 15 in the year; the number receiving salaries in the band £12,500 to £15,000 is up from three to 26.

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- Investment of some £400,000 on land and buildings, including new factory premises, to allow for expansion and new developments
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- Capital support for the exploitation of electronics and micro processors
- Continuing development of products to meet World as well as UK markets

RESULTS—YEAR ENDED SEPTEMBER

	1978	1977
Sales	£000s	£000s
	33,233	31,540
Net assets		
	10,046	9,552
Profit before tax		
	1,514	2,454
Earnings per share	Pence	Pence
	5.29	11.73
Dividends per share (gross)		
	3.99	3.63
Net assets per share		
	53.13	50.52

Copies of annual report and accounts are available from: Concentric Limited, Colindale Road, Sutton Colfield, West Midlands B75 7AZ.

1978

**TURNOVER £509m +22%**

**PROFIT £37.5m +24%**

**You can easily see why ICL is Europe's most successful computer group**

A decade of growth.

In the ten years since its formation as Britain's largest computer company, ICL has increased its size fivefold and has become a major contender in the highly competitive world computer market.

At £509m, turnover for 1978 was 22% up on the previous year. Profit before tax went up 24% to £37.5m and has, aided by a low tax charge, resulted in a 46% increase in attributable earnings to 79.42p per share.

Sales and output targets exceeded.

Orders for most products substantially exceeded targets, the total being one third up on 1977. Half the new orders came from overseas. Output for the year achieved a record level.

Major capital investment.

Capital expenditure of £68m reflected the company's planned growth programme. Major investment areas were the continuing build-up of ICL's rental base, manufacturing plant and factory and office premises.

Further growth expected.

ICL is seizing the opportunity to grow fast, by taking full advantage of the buoyant world market for computers. This will require a continued heavy investment in many areas, including new production facilities, staff training and additional marketing expenditure, as well as a continuing high level of research and development expenditure.

Given competitive levels of inflation, a reasonably stable pound sterling and continued improvement in industrial relations, ICL expects continued profitable growth in 1979.

**ICL International Computers**  
Profitable growth is our business

A copy of the full Annual Statement by the Chairman, Mr. T. C. Hudson, C.B.E., may be obtained with the Report and Accounts for the year to 30th September 1978 from the Secretary, ICL Limited, ICL House, (Room 1103), Putney SW15 1SW. Telephone: 01-788 7272 Ext. 2017.

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UK COMPANY NEWS

Redman Heenan looks for useful advance

IN HIS annual statement Mr. Angus Murray, chairman of Redman Heenan International, says that the outlook of the current year should show a useful advance on the previous year, when pre-tax profits totalled £2.5m compared with £2.23m.

The group intends to pursue the search for suitable acquisitions to underpin its growth prospects, Mr. Murray adds.

Commenting on prospects, he says RHI intends to maintain its capital investment programme to continue with the development of new products and to break into fresh markets.

During the year under review capital expenditure amounted to £1.1m while a further £0.53m was committed for completion early in the new year. This programme principally involved the installation of sophisticated machine tools and other plant modernisation measures plus extensions to existing capacity.

Since the end of the year £720,000 has been spent on the acquisition of land at Blackpole, Worcester, as part of a long-term plan aimed at facilitating the future expansion of group companies already based in that locality.

Excluding this item, further investment in excess of £1.5m is planned for the current year.

During 1978, the group pushed up its exports by 7 per cent to over £11.5m. Overseas sales now represent 33.6 per cent of total turnover. Notable increases were scored in exports to the EEC, the rest of Europe and the Middle East.

BOARD MEETINGS

Table listing board meetings for various companies including Anglo-Continental, British Overseas Airways, and others.

Reporting on the activities of the operating companies within the group, the chairman points out that last year was the first full year in which P.V.H. Engineering's results were reflected in RHI's figures.

Redman Fisher, among others, also achieved another highly satisfactory year with turnover climbing to £9.2m (£8m), largely as a result of higher sales abroad.

Froude Engineering made further headway, mainly as a result of determined marketing efforts in the Middle and Far East.

In addition a £3m test facilities contract was won for the new Ford engine plant at Bridgend. During the year a new low speed hydraulic dynamometer for testing marine engines up to 100,000 H.O. was launched for which four orders have already been received.

Meeting, Connaught Rooms, W, on January 31, at noon.

Hollis Bros. look for profits rise

IMPROVED profits for the year are forecast by Hollis Bros. and E.S.A. which reports a pre-tax surplus of £1m, against £1.03m at the halfway stage.

The Board says the second half appears stable and anticipates an improved profit for the full year. Last year the group turned in pre-tax profits of £1.56m.

The maximum permitted dividend for the year is also anticipated after an interim of 1.288p (1.18) net per 25p share. Last year's final was 3.203p.

The pre-tax figure was struck after interest of £541,000 (£510,000). Tax is £483,000, against £492,000.

Peachey may redevelop Park West block

Peachey Property Corporation is considering whether any re-development programme for its 540-flat Park West apartment block is feasible, Lord Maitland, the chairman, told shareholders at yesterday's annual meeting.

If such a scheme did not look appropriate then Park West would be sold, and the proceeds reinvested. Meanwhile the group was considering a number of approaches from interested parties who would purchase the whole of the Park West block.

As to the likely outcome Lord Maitland said that it would be "a close run thing at this stage" as to whether the group decided to sell Park West or redevelop.

But he said the group was negotiating a possible sale arising from "two responsible bids."

So far the group had seen two bids to buy the block and last November took the property off the market.

It recently bought the freehold on Park West from the Church Commissioners.

NO PROBE  
The acquisition by the UBM Group of certain motor dealer subsidiaries of the Hodge Group is not to be referred to the Monopolies and Mergers Commission.

Car industry unrest hits Avon

WITH MORE than half of its business related to tyres and other vehicle components, Avon Rubber Company's results have been severely affected by industrial problems in the UK car industry in the early months of its current year, says Lord Farham, the chairman, in his annual statement.

However, with the policy of reducing dependence on the UK car industry being maintained and good progress made in obtaining more overseas business, the chairman says the group's accounts for less than 40 per cent of turnover.

As already reported, pre-tax profits fell from a record £3.42m to £4.41m for the year to September 30, 1978, on turnover of £118.57m (£108.02m).

In 1977-78, Lord Farham reports, severe competition, from last year saw further growth in the group's development plans, Lord Farham says.

A number of new projects were completed and more commenced aimed at improving and enlarging production space and modernising plant and equipment.

These developments will assist materially in increasing future profitability, the chairman states.

He adds that the recently acquired Avon Lippitt Hobbs will contribute significantly to profits in the current year, in line with the directors' policy of strengthening Avon's position outside the automotive field.

A deterioration affecting trading performance in some major markets became evident in the second quarter of the year, the chairman reports.

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Advertisement for Healey & Baker featuring a large graphic of a building and the text: "If your interests lie in the office market, come to the market place".

Advertisement for Healey & Baker with contact information: 29 St. George Street, Hanover Square, London W1A 3BG. Telephone: 01-629 9292.

Advertisement for Wheway Watson: Sales and profits show substantial increase at half-year.

Table showing financial data for Wheway Watson Holdings Limited for the six months to 30th September 1978.

Notice of Meeting for The National Bank of Australasia Limited, held at the registered office of the Company, 31 Queen Street, Melbourne, Thursday January 25, 1979, at 11.30 a.m.

Advertisement for WTC Hotel Associates: Limited Partnership Interests. Hotel at the World Trade Center, New York. Warburg Paribas Becker Incorporated.

Advertisement for Canadian National Railways Appointment: W. G. Buchanan, R. A. Banteen, president and chief executive officer.

Advertisement for Redman Heenan International Limited: 1978 Continued growth. Trading profit up by 9%. Profit before tax increases by 11%. Order book totals 30% more than last year.



INTERNATIONAL COMPANIES and FINANCE

Financial Times Friday, January 5, 1979

Present empire to be reshaped further

By Rupert Crosswell in Rome
SPECULATION IS growing that Sig. Carlo Pesenti may be planning further moves to reorganise the financial and industrial holdings...

Rise in retail spending fails to benefit Karstadt and Kaufhof

By Guy Hawtin in Frankfurt
WEST GERMANY'S two largest department store groups - Karstadt and Kaufhof - report relatively disappointing 1978 performances...

McDonnell Douglas plans to diversify

By John Wyles in New York
MCDONNELL DOUGLAS is seeking acquisitions in the energy field in a strategic move to reduce its dependence on aerospace activities...

Further record revenues seen by U.S. film industry

By David Lascelles in New York
BOLSTERED by blockbusters like Star Wars and Grease, the U.S. cinema industry's box office receipts soared to a record \$4.12bn last year...

EUROBONDS Higher yields ahead for Eurodollars

By John Evans
THE MARKET in Eurodollar bond straight-debt issues continued to drift lower yesterday...

Ford Espana increases sales

FORD ESPANA, the Spanish subsidiary of Ford Motor of the U.S., has produced steady sales and production increases in the first nine months this year...

Slimmer Utico sees recovery

UTICO, THE 72.7 per cent owned South African tobacco and snack foods subsidiary of B.P.T. Industries, is gradually expanding from its disastrous venture into confectionery...

Founder of Hilton hotel world chain dies at 91

By Stewart Fleming in New York
MR. CONRAD HILTON, founder of the world-wide chain of Hilton luxury hotels, died on Wednesday in Los Angeles at the age of 91...

Cut in yield estimates as U.S. bonds rally

By Our New York Correspondent
DEALERS yesterday trimmed back their estimates of the likely yield on the new 15-year Treasury bonds...

CREDIT SUISSE

WHEN Credit Suisse, one of Switzerland's big three banks, started to investigate the implications of its "Chiasso scandal", it found itself heir to a vast network of Italian companies...

Rising costs upset Malaysian chemicals

production of chlorine and hydrochloric acid, and with the recent increase in electricity costs, profits from these products are expected to be modest...

Ruling on anti-trust cases

CANBERRA - The Australian government will introduce legislation this year enabling it to make anti-trust judgments by foreign courts unenforceable in Australia...

Ruling setback for Citicorp

By Our New York Correspondent
CITICORP'S U.S. expansion plans have suffered a setback as a result of a Federal Reserve Board ruling in March of last year...

FT INTERNATIONAL BOND SERVICE

Table with columns: U.S. DOLLAR STRAIGHTS, DRUITSCHE MARK STRAIGHTS, CONVERTIBLE BONDS, and other bond categories. Includes issue dates, yields, and price changes.

Sifting through the Ruffoni legacies

By John Wicks in Zurich
After the emergency programme of 1977, a major restructuring plan was taking place last year. The main task has been to clear out dead wood...

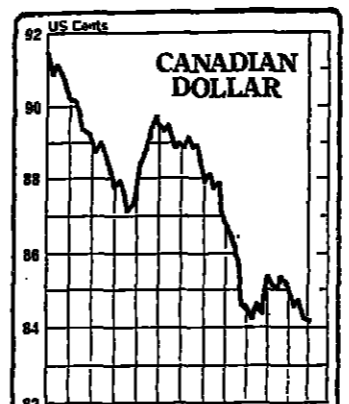
Companies and Markets

CURRENCIES, MONEY and GOLD

Dollar eases after early rise

News that Iran's army commander has resigned and left the country depressed the dollar in late trading, following a general improvement for the U.S. currency in the morning.

NEW YORK—The dollar was steady in early trading, following the improvement in the U.S. currency during previous trading in European centres.



DM 1.8870 against the D-mark, the dollar closed at DM 1.8497, compared with DM 1.8490 on Wednesday. The U.S. currency rose to SwFr 1.6640 in terms of the Swiss franc, before closing at SwFr 1.6472 previously.

FRANKFURT—The Bundesbank did not intervene when the dollar rose to DM1.8525 against the D-mark at yesterday's closing, compared with DM1.8364 on Wednesday.

MILAN—The lira improved against the D-mark in early trading, with the German currency falling to L450.60, from L453.45 on Wednesday. The Swiss franc also declined, easing to L505, from L507.15.

Banque Canadienne Nationale 104th Annual Report

Condensed Statement of Assets and Liabilities as at October 31, 1978. Table with columns for 1978 and 1977. Assets include Cash resources, Government and other securities, Loans, Bank premises, Securities, Other assets, Liabilities include Deposits, Acceptances, Other liabilities, Debentures, Capital.

Statement of Revenue, Expenses and Undivided Profits. Table with columns for 1978 and 1977. Revenue includes From loans, From securities, Other operating revenue. Expenses include Interest on deposits, Salaries, Property expenses, Other operating expenses.

Germain Perreault Chairman of the Board, President and Chief Executive Officer

Jacques Douville Executive Vice-President and Chief General Manager

Banque Canadienne Nationale 500, Place d'Armes Montreal (Quebec) CANADA H2Y 2W3

Over 490 branches and offices in Canada, and correspondents around the world.

International subsidiaries: Banque Canadienne Nationale (Europe) S.A., Banque Canadienne Nationale (Bahamas) Limited, Nassau, BAHAMAS.

Offices abroad: Branch: 47, avenue George-V 75008 Paris, FRANCE; Agency: 450 Park Avenue New York, N.Y. 10022 U.S.A.; Branch: The Portland House 72-73 Basinghall Street London EC2Y 5AJ ENGLAND.

An Audio Biography

The 1978 Pioneer Annual Report

It tells you the story of the what, where and how of the overall operations of an innovative consumer electronics manufacturer during the fiscal year ended September 30, 1978. It gives you a glimpse of Pioneer's past audio product triumphs, present audio/video projects and diversified plans for the future.

(The U.S. dollar amounts represent translation of Japanese yen for convenience only at the rate of ¥105=US \$1.00)

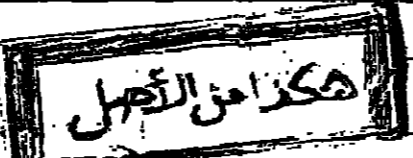


Pioneer Electronic Corporation General Administration Section 4-1, Meguro 1-chome, Meguro-ku, Tokyo 153, Japan

I would like to have a copy of the 1978 Pioneer Annual Report.

Name:

Address: (PLEASE PRINT)



EXCHANGE CROSS RATES

Table of exchange rates for Jan. 4. Columns include Pound Sterling, U.S. Dollar, Deutsche Mark, Japanese Yen, French Franc, Swiss Franc, Dutch Guilder, Italian Lira, Canadian Dollar, Belgian Franc. Rows show rates for each currency against the others.

EURO-CURRENCY INTEREST RATES

Table of Euro-currency interest rates for Jan. 4. Columns include Sterling, U.S. Dollar, Canadian Dollar, Dutch Guilder, Swiss Franc, West German Mark, French Franc, Italian Lira, Asian \$, Japanese Yen. Rows show rates for 7-day, 1-month, 3-month, 6-month, and 1-year terms.

The following nominal rates were quoted for London dollar certificates of deposit: one month 10.85-10.95 per cent; three months 11.25-11.45 per cent; six months 11.80-11.90 per cent; one year 12.00-12.10 per cent.

INTERNATIONAL MONEY MARKET

Canadian bank rate 11 1/2%

The Bank of Canada yesterday increased its bank rate from 10 1/2 per cent to a record 11 1/2 per cent, reflecting the continued upward trend in U.S. rates. This latest move is seen as an attempt by the authorities to maintain a small margin over U.S. rates and to deter any outflow of funds.

UK MONEY MARKET

Very large assistance

Bank of England Minimum Lending Rate 12 1/2 per cent (since November 9, 1978). Day-to-day credit was in short supply in the London money market yesterday and the authorities gave assistance by buying in the large amount of Treasury bills and small number of corporation bills, both direct from the discount houses.

LONDON MONEY RATES

Table of London money rates for Jan. 4, 1979. Columns include Sterling, Local Authority Deposits, Finance House Deposits, Discount market, Treasury Bills, Eligible Bank Bills, Prime Rate. Rows show rates for Overnight, 2 days, 7 days, 1 month, 3 months, 6 months, 1 year.

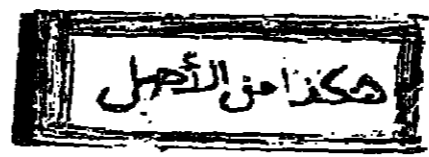
GOLD Firmer trend

Gold rose 3/4 to \$224.22, following a favourable reaction to the result of the latest IMF gold auction. It opened at \$223.00, rose to \$223.50 in this morning trading, and after the afternoon fixing the metal rose to \$223.15, and continued to advance on buying interest in New York.

Table of Gold Bullion prices for Jan. 4 and Jan. 5. Columns include Gold Bullion (fine ounce), Gold Coins (domestically, Kruggerand), New Sovereigns, Old Sovereigns, Gold Coins (internationally, Kruggerand), New Sovereigns, Old Sovereigns, \$50 Eagles, \$10 Eagles.

In Frankfurt the 12 1/2 kilo bar was fixed at DM 13,285 per kilo (\$223.06 per ounce) in the afternoon, compared with DM 13,136 (\$222.40) previously.

Table of Money Rates for New York, Frankfurt, and Japan. Columns include Prime Rate, Fed Funds, Treasury Bills (13-week), Treasury Bills (28-week), GERMANY, JAPAN, Discount Rate, Prime Rate, Fed Funds, Treasury Bills (13-week), Treasury Bills (28-week).



FINANCIAL TIMES BUSINESS NEWSLETTERS



The facts you need, carefully selected, often exclusive, concisely presented.

For further details, contact John Greig on 01-248 8000 ext. 471

FINANCIAL TIMES Bracken House, 10 Cannon Street, EC4P 4BY

NOTICE OF REDEMPTION

To Holders of

International Standard Electric Corporation 8 1/4% Sinking Fund Debentures, Due 1986

NOTICE IS HEREBY GIVEN, that pursuant to Section 3.02 of the Indenture dated as of February 1, 1971 between International Standard Electric Corporation and Bank of America National Trust and Savings Association, Trustee, (the "Indenture") \$4,500,000 principal amount of International Standard Electric Corporation 8 1/4% Sinking Fund Debentures due 1986 (the "Debentures") have been called for redemption on February 1, 1979 (the "Redemption Date") through the operation of the Sinking Fund at 100% of the principal amount thereof, together with interest thereon at the rate of 8 1/4% per annum to the Redemption Date. Pursuant to section 3.03 of the Indenture, the Trustee has selected for redemption on February 1, 1979 the following Debentures, to wit:

\$1,000 COUPON DEBENTURES, EACH BEARING THE PREFIX LETTER "M"

Table listing 1,000 coupon debentures with columns for serial number, amount, and other details. Includes a list of banks and their branches at the bottom.

On February 1, 1979 the Debentures designated above will become due and payable and are required to be presented and surrendered for redemption and payment on or after said date at any of the following places of payment:

- List of banks: CITIBANK N.A., Credit Italiano, Banque Generale de Luxembourg, Bank of America National Trust and Savings Association, etc.

The Debentures must be accompanied by all interest coupons appertaining thereto maturing after February 1, 1979. Interest on the Debentures so called for redemption shall cease to accrue from and after February 1, 1979, and the interest coupons appertaining thereto maturing after said date shall be void.

International Standard Electric Corporation by Bank of America National Trust and Savings Association, Trustee

Dated December 29, 1978

BASE LENDING RATES table listing various banks and their respective lending rates.

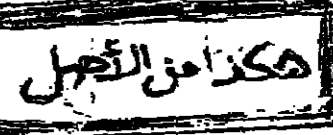
EUROPEAN OPTIONS EXCHANGE table with columns for Series, Vol., Last, Apr., July, Stock.

FOOD PRICE MOVEMENTS table showing prices for BACON, BUTTER, CHEESE, EGGS, LAMB, PORK, and POULTRY.

ALLEN HARVEY & ROSS INVESTMENT MANAGEMENT LTD. table listing investment products and their values.

CLIVE INVESTMENTS LIMITED table listing investment products and their values.





Peru copper strike postponed

LIMA—A Southern Peru Copper Corporation spokesman said workers at its Cuajone copper mine have postponed an indefinite strike for more pay, due to have started yesterday, reports Reuters.

Optimism on Brazil soya production

THE BRAZILIAN soya crop seems to be progressing well, despite isolated problems with excess rain, sources at the Bank of Brazil's Foreign Trade Department (CADEX) said yesterday.

Sharp rally in cocoa market

COCOA PRICES rallied strongly on the London futures market yesterday as dealers reacted against the recent sustained decline.

Californian citrus crop hit by frost

LOS ANGELES—California citrus growers are still assessing the damage done to the citrus crop by the freeze last month.

New nickel output rise planned

IN A SURPRISE move, Falconbridge Nickel Mines announced yesterday it was planning to increase production by about 10 per cent at its Sudbury mines.

Zaire cobalt price move

BRUSSELS—The Zaire state metals marketing organisation, Sozacom, said it has extended to three months from two months the price validity of its cobalt products.

EEC FARM SURPLUSES

Price cuts not the remedy

ONE OF THE most interesting truths of agricultural economics is that while high prices soon bring a corrective in extra production to bring prices down, low prices do not reduce output in anything like the same proportion.

Pakistan and Hong Kong in cotton talks

HONG KONG—Pakistan Commerce Minister, Zahid Sarfraz, will visit Hong Kong on January 8 for discussions with the Hong Kong Cotton Spinners Association and local raw cotton yarn importers on Pakistan's recent raw cotton ban.

Australian sugar production estimated

BRISBANE—Australia's 33 sugar mills crushed 21.46 million tonnes of cane in the 1978 season (ended December 31) against 23.49 million tonnes in 1977.

BRITISH COMMODITY MARKETS

Table with columns for BASE METALS, COPPER, ZINC, ALUMINUM, and WHEAT. Includes prices for various grades and contracts.

PRICE CHANGES

Table showing price changes for various commodities like Metals, Grains, and Wheat. Columns include item name, price, and change.

AMERICAN MARKETS

Table showing American market prices for commodities like Copper, Zinc, and Wheat. Columns include item name, price, and date.

EUROPEAN MARKETS

Table showing European market prices for commodities like Wheat, Sugar, and Coffee. Columns include item name, price, and date.

COMPANY NOTICE

ENSO GUTZLER OSAKEYHTIO 6 1/2% Sterling/Deutsche Mark Guaranteed Loan 1980. Mandatory Redemption due 15 February 1979.

SILVER

Silver was fixed 0.7p an ounce lower for spot delivery in the London bullion market yesterday at 295.5p.

MEAT/VEGETABLES

SMITHFIELD—Pence per pound. Beef: Scotch high ends 50.0 to 61.0.

INDICES

Table with columns for FINANCIAL TIMES, DOW JONES, and MOODY'S. Shows index values for various periods.

Commodities in '79: BOOM or BUST?

Looking for more success in your commodity trading this year? Are you getting the quality of advice you need?

CCSI Commodities Ltd. Walsingham House, 85 Seething Lane, London EC3N 4AH.

COFFEE

Cocoa futures were steady throughout the day, with a low purchase figure from Ghana attracting further short-covering.

WOOL FUTURES

LONDON—Close (in order buyer, seller). March 210.0, 225.0; May 224.0, 230.0.

SOYABEAN MEAL

February 124.00-124.50, 124.50-125.00. April 122.00-122.50, 122.50-123.00.

U.S. food aid reduced

WASHINGTON—Rising farm commodity prices are causing a decrease in the amount of U.S. aid that will be provided to needy countries in the Food for Peace programme this year.

LONDON STOCK EXCHANGE

Companies and Markets

Second-line stocks strong but equity leaders lose momentum after early extension of Wednesday's rise

Account Dealing Dates... First Declara- Last Account Dealings...

An increased business in Traded Options saw the number of contracts completed improve to 743 compared with the previous day's 507.

Life issues firm... News that Pearl Assurance achieved a 41 per cent growth in new annual premiums for life assurance contracts...

Potential bid candidates were favoured again and activity also developed in other situation stocks...

The index charted the downward course of the leaders from 11 am with a progressively smaller rise and at the final calculation it was only a net 2.0 higher at 451.9.

Few areas of the market failed to enjoy firm conditions. Even British Funds moved forward as bear-closing gained momentum in the morning business...

Institutional demand for investment currency was again evident but the premium closed a fraction lower at 83.

Plays put on the same amount to a 1978-79 peak of 113p.

Bambers wanted... Secondary issues provided the main focal points in Stores. Renewed investment demand helped Bambers put on 6 fresh to 118p...

Rank higher... Persistent demand ahead of the preliminary results of January 24 helped Rank Organisation rise 8 to 262p...

Fodens reported a sharp downturn in taxable profits at the interim stage, and following the company's cautious statement...

Newspapers remained firm with News International adding 8 more for a two-day rise of 16

at a 1978-79 high of 388p. Associated rose 5 to 170p.

In Properties, buying emphasis shifted from the leaders to selected secondary issues. In this market, Chubbrey Estates gained 10 to 35p and Mountview Estates rose 7 to 98p...

Oil's fluctuate... Trading conditions in the Oil market were extremely thin and sensitive. Leading issues quickly responded to initial scattered buying interest...

Shipments were inclined harder, with P. and O. Deferred improving 3 to 88p with the aid of an investment recommendation.

In Textiles, Bond Street Fabrics rose 3 1/2 to 37p on slightly improved profits despite adverse trading conditions.

Firm overnight in Johannesburg, O.K. Bazaars added 15 to 370p.

Harrisons Malayian Estates rose 6 to 111p in a thin market.

De Beers up again... De Beers continued to hold the limelight in mining markets as further American buying lifted the price another 6 to 412p...

Unions' total income... Unions' total income was also moved ahead. Johannes was prominent with a 1 1/2 per cent rise to 234p...

South African Gold... South African Gold made modest headway following the \$6.25 recovery in the bullion price to \$225.625 per ounce...

However, business in the share market remained at a low level. Nevertheless, heavy weights showed gains of up to 1 1/2 in Randfontein, 2 1/2, while rises of 7 were common to Vasil, Rees, and Free State Gold.

Registered gains of 5, while Kumba put on 2 to 68p. Australians were marked down at the outset owing to the weakness of overnight markets in Sydney and Melbourne...

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FINANCIAL TIMES STOCK INDICES. Table with columns for Jan. 4, Jan. 5, Jan. 8, Dec. 28, Dec. 27, and A year ago. Rows include Government Secs., Fixed Interest, Industrial, Gold Mines, etc.

HIGHS AND LOWS. Table with columns for 1978/9 High, 1978/9 Low, Since Completion High, Since Completion Low, and S.E. ACTIVITY.

NEW HIGHS AND LOWS FOR 1978/9. Table listing various stocks and their high and low prices for the year.

RISES AND FALLS YESTERDAY. Table showing the daily price changes for various stock categories.

ACTIVE STOCKS. Table listing active stocks with columns for Stock, Denomina, No., Closing, Change, 1978-79, and 1977-78.

OPTIONS. Table with columns for DEALING DATES, First, Last, and Settlement.

STOCK EXCHANGE BUSINESS IN 1978

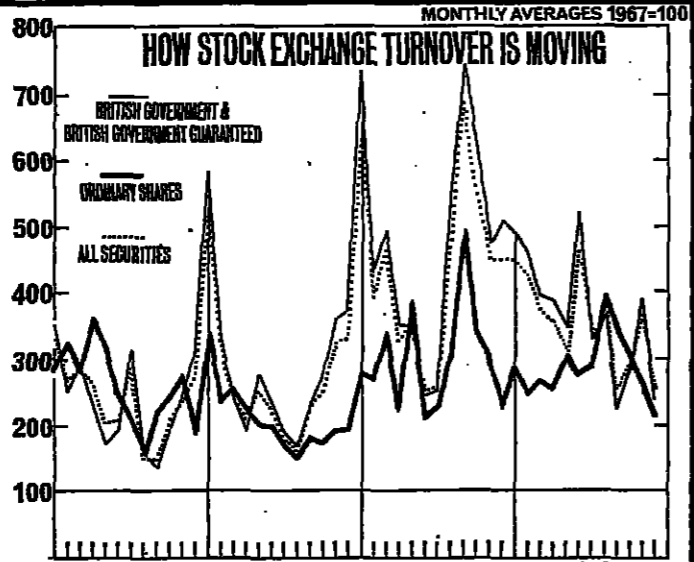
Quieter trade in gilts leads to 20% fall in turnover

BY GEOFFREY FOSTER

Stock Exchange business in 1978 contracted in all sectors compared with the previous year, with turnover in Gilt-edged nearly 23 per cent down on the record 1977 figures.

The Financial Times Turnover index for Government Securities in 1978 recorded a monthly-average figure of 369.2 against the previous year's record 478.8 and the 1976 average of 288.9.

Business volume in Ordinary shares also decreased, but not so sharply. Turnover here fell by 5.8 per cent to 19.2bn, a near-daily contraction.



of trade in gilts, turnover in all securities in 1978 contracted 34.6bn, or 20 per cent, to 138.5bn. This was reflected in the FT Turnover index for all securities which averaged 354.3 compared with the monthly average of 442.6 in 1977.

Table showing Value of all purchases and sales, Number of bargains, Average value per bargain, and Average no. of bargains per day for various categories.

LONDON TRADED OPTIONS

Table showing LONDON TRADED OPTIONS for January, April, and July, with columns for Option, Expiry, Closing price, Vol., and Equity close.

RECENT ISSUES

Table showing RECENT ISSUES with columns for Issue Price, Amount, and Stock.

FIXED INTEREST STOCKS

Table showing FIXED INTEREST STOCKS with columns for Issue Price, Amount, and Stock.

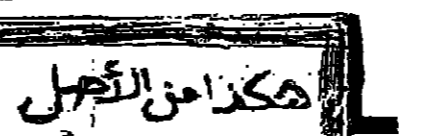
"RIGHTS" OFFERS

Table showing "RIGHTS" OFFERS with columns for Issue Price, Amount, and Stock.

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

Large table showing FT-ACTUARIES SHARE INDICES with columns for EQUITY GROUPS, GROUPS & SUB-SECTIONS, and FIXED INTEREST PRICE INDICES.





AUTHORISED UNIT TRUSTS

Table of financial indices including DAX, Nikkei, and various market indices with their respective values and changes.

Main table of Authorised Unit Trusts listing various funds such as Quilter Management Co. Ltd., Reliance Unit Mgrs. Ltd., and others with their performance metrics.

Table of Offshore and Overseas Funds listing international investment vehicles like Alexander Fund, Keyser Ulmann Ltd., and others.

INSURANCE AND PROPERTY BONDS

Table of Insurance and Property Bonds listing various life insurance and investment bond products from companies like Abbey Life, Crown Life, and others.

Table of Offshore and Overseas Funds (continued) listing additional international investment funds.

CORAL INDEX: Close 477.482 and INSURANCE-BASE RATES table showing rates for Property Growth and other categories.

NOTES section providing additional information and disclaimers regarding the data presented in the tables.

SURVEYORS VALUERS AND AUCTIONEERS OF REAL ESTATE Healey & Baker 01-629 9292

FT SHARE INFORMATION SERVICE

FOOD, GROCERIES—Cont.

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like Borden's, Borden's, Borden's.

HOTELS AND CATERERS

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like Hotel (J) Fr 100, Hotel (J) Fr 100.

INDUSTRIALS (Miscel)

Large table with columns: Stock, Price, Div. Yield, etc. Includes entries like A&A Research, A&A Research, A&A Research.

ENGINEERING—Continued

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like Baker Park, Baker Park, Baker Park.

CHEMICALS, PLASTICS—Cont.

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like H.W. Chemical, H.W. Chemical, H.W. Chemical.

BANKS & HP—Continued

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like Helmecht B.L., Helmecht B.L., Helmecht B.L.

BONDS & RAILS—Cont.

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like Harg. 24 Ass, Harg. 24 Ass, Harg. 24 Ass.

DRAPERY AND STORES

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like Amber Day 100, Amber Day 100, Amber Day 100.

BEERS, WINES AND SPIRITS

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like Allent Beer, Allent Beer, Allent Beer.

AMERICANS

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like AMP 5% Conv 87, AMP 5% Conv 87, AMP 5% Conv 87.

BRITISH FUNDS

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like Treasury 11% Conv 79, Treasury 11% Conv 79, Treasury 11% Conv 79.

BUILDING INDUSTRY, TIMBER AND ROADS

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like Aberdeen Const, Aberdeen Const, Aberdeen Const.

CANADIANS

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like Bell Montreal, Bell Montreal, Bell Montreal.

INTERNATIONAL BANK

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like Birmam Spgs, Birmam Spgs, Birmam Spgs.

COMMONWEALTH & AFRICAN LOANS

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like ANZ SAI, ANZ SAI, ANZ SAI.

FOREIGN BONDS & RAILS

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like ANZ SAI, ANZ SAI, ANZ SAI.

ELECTRICAL AND RADIO

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like Allied Insulators, Allied Insulators, Allied Insulators.

CHEMICALS, PLASTICS

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like ANZ SAI, ANZ SAI, ANZ SAI.

ENGINEERING MACHINE TOOLS

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like A.C.E. Machinery, A.C.E. Machinery, A.C.E. Machinery.

FOOD, GROCERIES, ETC.

Table with columns: Stock, Price, Div. Yield, etc. Includes entries like Baker Park, Baker Park, Baker Park.

EDITORIAL OFFICES

Manchester: Queen's House, Queen Street. Tel: 668123. Tel: 061-854 9381.

FINANCIAL TIMES

PUBLISHED IN LONDON & FRANKFURT. Head Office: Bracken House, 10, Cannon Street, London EC4A 3DF.

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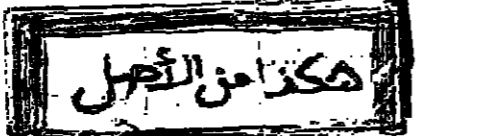
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INDUSTRIALS—Continued

Table of industrial stocks including companies like British Petroleum, Shell, and various engineering firms. Columns include stock name, price, and percentage change.

INSURANCE—Continued

Table of insurance companies such as Royal Indemnity, Commercial Union Assurance, and others.

PROPERTY—Continued

Table of property-related stocks and companies.

INVESTMENT TRUSTS—Cont.

Table of investment trusts including various funds and their performance.

FINANCE, LAND—Continued

Table of finance and land-related stocks and companies.

LEISURE

Table of leisure and entertainment stocks.

MOTORS, AIRCRAFT TRADES

Table of motor and aircraft trade companies.

SHIPBUILDERS, REPAIRERS

Table of shipbuilding and repair companies.

SHIPPING

Table of shipping companies.

SHOES AND LEATHER

Table of shoe and leather goods companies.

SOUTH AFRICANS

Table of South African stocks.

TEXTILES

Table of textile companies.

NEWSPAPERS, PUBLISHERS

Table of newspaper and publishing companies.

PAPER, PRINTING ADVERTISING

Table of paper, printing, and advertising companies.

PROPERTY

Table of property-related stocks.

TRUSTS, FINANCE, LAND

Table of trusts, finance, and land-related stocks.

DAIWA BANK logo and text: 'a fully integrated banking service', 'Head Office: Osaka, Japan'.

MINES—Continued

AUSTRALIAN

Table of Australian mining stocks including companies like BHP, Anglo Coal, and others.

TINS

Table of tin mining stocks.

COPPER

Table of copper mining stocks.

MISCELLANEOUS

Table of miscellaneous stocks.

GOLDS EX-GRAND

Table of gold mining stocks.

NOTES

Unless otherwise indicated, prices and net dividends are in pence and percentages are 25p. Estimated price/earnings ratios and yields are based on latest annual reports and audited figures.

TEAS

Table of tea stocks.

INDIA AND BANGLADESH

Table of Indian and Bangladeshi stocks.

Sri Lanka

Table of Sri Lankan stocks.

Africa

Table of African stocks.

MINES

Table of mining stocks.

CENTRAL RAND

Table of Central Rand mining stocks.

EASTERN RAND

Table of Eastern Rand mining stocks.

WH WEST RAND

Table of West Rand mining stocks.

O.F.S.

Table of O.F.S. stocks.

FINANCE

Table of finance stocks.

DIAMOND AND PLATINUM

Table of diamond and platinum stocks.

CENTRAL AFRICAN

Table of Central African stocks.

OPTIONS

Table of options.

3-month Call Rates

Table of 3-month call rates.

REGIONAL MARKETS

Table of regional markets.

This service is available to every Company listed in the Stock Exchanges throughout the United Kingdom for a fee of £400 per annum for each security.



FAG keep things rolling FAG Bearing Co. Ltd. Wolverhampton. Tel: 09077 4114

UK still providing weapons for Iran

BY MICHAEL DONNE, DEFENCE CORRESPONDENT

UK MILITARY equipment manufacturers are continuing to fulfil contracts to provide Iran with Rapier missiles and Chieftain tanks...

Newspaper peace hopes rise on improved offer

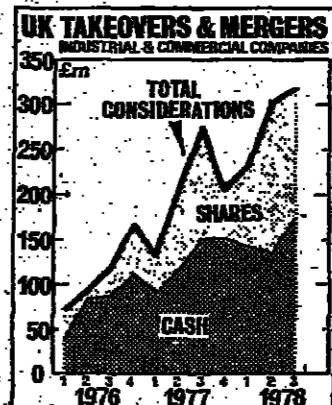
BY PAULINE CLARK, LABOUR STAFF

THE five-week-old strike by Britain's 3,000 provincial journalists appeared nearer a solution yesterday when employers improved their offer...

The bid bandwagon rolls again

THE LEX COLUMN

It is not quite like 1972, when £2.6bn was spent on the acquisition of industrial and commercial companies in the UK...



There is no single explanation for this renaissance, and no particular pattern to the bids. A healthy level of company liquidity is obviously a help...

statement issued in October by Linfood chairman Lord Kissin could be forgiven for imagining that the opening costs of Wheatsheaf's Bristol hypermarket and its substantial losses in Spain would weigh heavily on the first half figures for the enlarged group...

Japanese trade mission plans to buy British

BY CHARLES SMITH, FAR EAST EDITOR, IN TOKYO

JAPAN is to send a trade mission to Britain next month, to buy UK goods. The mission will be led by Mr. T. Matsuo, president of the Marubeni Corporation...

Prudential staff win up to 14%

BY CHRISTIAN TYLER, LABOUR EDITOR

DETILS of a Stage Four pay settlement which could set the pace for the insurance industry emerged yesterday. Some 5,000 staff at Prudential Assurance, first of the big league to settle in the current year...

Mercantile Credit

The British tax system has some strange effects on British company accounts, and few annual reports are stranger in this respect than that of Mercantile Credit...

Linfood Holdings

Because the recent acquisition of Wheatsheaf is included for the first time it is difficult to interpret Linfood Holdings' interim figures...

Pressure on food prices

but no signs of any widespread "panic" buying. Items, such as sugar, salt, fresh foods and some canned meats and vegetables were short, but the supermarket companies endorsed that they had alternatives for each product in short supply...

Sir H. Fisher to head Lloyd's rules inquiry

BY JOHN MOORE

SIR HENRY FISHER, a former High Court judge and now president of Wolfson College, Oxford, is to head a working party to look into the self-regulation mechanism of Lloyd's of London.

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Weather

Table with weather forecasts for UK TODAY, BUSINESS CENTRES, and HOLIDAY RESORTS.

Barre presses Germany

Continued from Page 1

growth and create the confidence needed for investment. "Currency is the key to everything," Mr. Barre said. His remarks confirm that France sees the EMS issue as one to be thrashed out with Bonn rather than with other EEC members...